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AMERICAN PACKERS AND FOREIGN MEAT TRADE

Some weeks ago mention was made in the columns of The National Provisioner of the report of the British parliamentary committee which was appointed a year or more ago to investigate the matter of the alleged control of the British market by American meat packers. As stated at that time, the committee reported that while the American packers were very energetic and remarkably successful, there did not appear to be any state of affairs which would lead to the belief that they controlled the British market, or even came anywhere near it.

The report was given wide publicity at the time, as all matters pertaining to the American meat trade are, and then dropped out of sight. Last week a Washington correspondent of a Chicago newspaper made the "discovery" of a document which had come from London by slow mail and which was one of the sub-reports digested and most of its conclusions rejected by the British committee in making up the report previously published. But the age and character of this document were of no consequence to the Washington correspondent, who saw in it only a good long "space filler" at so much a hundred words. So he sent it in and his paper spread it out under big headlines.

The account told of the investigations by an attache of the British embassy who visited Chicago and "sleuthed" around among musty government documents pertaining to the several unsuccessful attempts made to prove the packers guilty of violation of the

anti-trust laws. The effect of such reports in this country was negligible, since newspaper readers here have been surfeited with muckraking literature. In England, however, these stories appear to find an occasional believer, who sees the United Kingdom in the "deadly clutch of the American beef trust."

In this connection President Louis F. Swift of Swift & Company was interviewed this week upon his return from abroad concerning the fears of these timid Britshers.

"I see no reason why the people of Great Britain should entertain any such fears," declared Mr. Swift. "Let me give you a few facts—hard, cold, statistical facts. The shipments of live cattle and dressed beef from this country are not profitable at the prices which have prevailed for the past few years, and the shipments, accordingly, are gradually diminishing. The livestock exported from this country for food during 1908 showed a decrease of \$7,570,800 as compared with the twelve months preceding, while the dressed beef exports fell short \$8,902,145. This makes a total decrease of \$15,572,945, which doesn't look as if there were any ground for such fears."

The same interviewer quotes Mr. Swift as saying that the reports of a holding company for various big packing concerns were entirely without foundation. He also denied specifically the report of a new Swift steamship line between Argentina and England and for which ten new million dollar steamships were to be built.

GERMANY WILL MAKE NO MEAT CONCESSIONS

Recent cable advices from Berlin declare that the German government is firm in its determination not to grant any concessions to the United States in a commercial way which will permit American meats to re-enter the market of that country. Whether this announcement is inspired with a view to discouraging legislation at Washington which would put us in a position to demand such concessions remains to be seen.

It is manifest that the German government is very much afraid a weapon may be put in the hands of President Taft which will enable him to demand fair treatment for our products abroad. This weapon, it is hoped, will be included in the pending tariff law when passed. If the German agrarian inter-

ests could induce Washington legislators, by one means or another, to weaken the force of this feature of the law they would only be too glad to do so.

The Berlin dispatch, cabled to American newspapers which are not particularly friendly to our meat trade interests, reads as follows:

American packing interests, which have been living in the hope that the approaching tariff negotiations with Germany would result in an extortions of concessions upon their products, are destined to be disappointed. The Kaiser's government will in no circumstances consider the letting down of the bars which now so effectually deprive the Fatherland of the privilege of eating American meats. The ambition which the Americans cherished of regaining the rich annual trade

of twelve or fifteen million dollars which they formerly enjoyed in Germany will therefore not be realized.

If Germany consents to grant any favors, it is declared, they will take some other form than a relaxation of the prevailing exclusion laws against American meats. Such of them as seek to enter the German market now are subject to a tax amounting on the average to 4½ cents a pound. This is largely made up of heavy inspection charges at the German ports of entry, the Teuton authorities insisting upon a rigorous microscopic inspection on this side, wholly regardless of the fact that the meats arrive here with the United States Government inspection certificate already upon them. The tax is, of course, prohibitive, and the American packing trade has dwindled as a consequence to by-products, such as oleomargarine and lard.

The result of these meat exclusion laws has been artificially to increase the cost of domestic meat to a point where it constitutes a luxury for the working classes. The Agrarian element, however, reaps handsome profits, and as it is the hand that rocks the German cradle of State, there is, of course, little prospect that the laws will be relaxed for the benefit of American competitors of German landed interests.

COTTON SEED PRODUCTS PRODUCTION.

In Bulletin 100, which has just been issued by the Bureau of Census, a report on the production of cotton in 1908, prepared under the supervision of Mr. William M. Steuart, chief statistician for manufactures, by Mr. Daniel C. Roper, expert chief of division, some very interesting figures are given concerning the production of cotton seed products in 1908. The estimated quantity of cotton seed produced in 1908 is 5,903,838 tons, of which 3,669,747 tons were treated by the oil mills, affording products valued at \$86,092,583, and distributed as to kind and quantity, as follows: Oil, 146,789,880 gallons; cake and meal, 1,491,752 tons; hulls, 1,330,283 tons; and linters, 165,138,628 pounds.

ANOTHER GERMAN SAUSAGE SCANDAL.

Another "sausage scandal" has been engaging the attention of the criminal court in Berlin, Germany. A sausage maker named Loewy has been fined \$250 for transporting enormous quantities of sausage made of horse flesh to Munich, Gottingen, Brunswick and other places famous for the manufacture of the higher class sausages, having them dressed up there and forwarding them as the real article all over Germany and to foreign countries as well.

CRUSHERS' COMMITTEES FOR THE NEW YEAR

President Aaron D. Allen of the Inter-State Cotton Seed Crushers' Association has announced his committees for the coming year. The new president is a man of energy and discernment, as is indicated by the selections he has made, which promise a year of great activity in advancing the interests of the cotton seed crushing industry. The new vice-president, B. F. Taylor, of South Carolina, is the youngest official ever put in line for the association presidency, and is noted for his hustling qualities and for the success which has attended every enterprise with which he has been connected.

In selecting his committees President Allen has made some changes which are of interest. The election of Mr. Taylor to the vice-presidency of the association removes him from the chairmanship of the Publicity Bureau and it became necessary for President Allen to select a successor to continue this important work, which is now even more important than before, if possible.

The new head of the association's publicity work is Mr. George S. Weever, of Montgomery, Ala. Mr. Weever is secretary of the Montgomery Commercial Club, as well as being closely identified with the cotton seed products industry. His work as secretary of the Montgomery "boosters" organization fits him especially for the kindred duties of publicity promoter for the Inter-State Association, and some very live results are expected from this appointment. With him on the board continue Colonel J. W. Allison, of Ennis, Texas, the father of the publicity movement in the association, and L. A. Ransom, of Atlanta, Ga., the bureau's first chairman and one of the pioneers in this work. The headquarters of the bureau will be at Montgomery, Ala.

The new Executive Committee of the association consists of the president and vice-president and three of the leading ex-presidents of the organization, Messrs. Bailey, of Texas; Ready, of Arkansas, and Durham, of Mississippi. This makes as high-class and level-headed an executive committee as the association has ever had.

The committee on rules is headed, as usual, by the vice-president, in this instance the hustling "Ben" Taylor, of South Carolina, who has as associates eleven of the best-posted trade authorities in the organization. The other committees are formed with the same good judgment and fairness in distributing honors. There are two new arbitration committees, provided for by the convention, at Little Rock and Montgomery. The full list is as follows:

Make-up of the Committees.

Executive Committee.—President A. D. Allen, Little Rock, Ark., chairman; Vice-President B. F. Taylor, Columbia, S. C.; F. H. Bailey, Paris, Tex.; E. M. Durham, Vicksburg, Miss.; E. S. Ready, Helena, Ark.

Committee on Rules—Vice-President B. F. Taylor, Columbia, S. C., chairman; J. E. Perry, Grenada, Miss.; Ernest Lamar, Selma, Ala.; J. M. MacDonald, Cincinnati, O.; E. E. Chandler, Chicago, Ill.; J. H. DuBoise, Memphis, Tenn.; Geo. F. Tennille, Savannah, Ga.; R. L. Heflin, Sherman, Tex.; J. B. Hildebrand, Little Rock, Ark.; W. E. Hocker, Elk City, Okla.; E. T. George, New Orleans, La.; L. W. Haskell, New York, N. Y.

Bureau of Publicity.—George S. Weever,

Montgomery, Ala., chairman; Jo W. Allison, Ennis, Tex.; L. A. Ransom, Atlanta, Ga.

Committee on Appeals and Grievances.—C. Fitzsimons, Columbia, S. C., chairman; A. H. D. Perkins, Pine Bluff, Ark.; Addison Craft, Holly Springs, Miss.; J. M. Kyser, Albertville, Ala.; E. P. McBurney, Atlanta, Ga.; L. Foote, Canton, Miss.; Jonathan Haven, Washington, N. C.

Legislative Committee.—J. C. Hamilton, Baton Rouge, La., chairman; J. J. Culbertson, Paris, Tex.; Erister Ashcraft, Florence, Ala.; John Aspegren, New York; Fielding Wallace, Augusta, Ga.

Committee on Arbitration.—Dallas, Tex.: Jo W. Allison; Ennis; F. D. Matthews, Dallas; R. L. Heflin, Sherman; F. A. Blain, Fort Worth; F. C. Callier, Dallas.

New Orleans, La.: E. T. George, W. E. Jersey, R. Vallon, R. C. Burke, W. C. Soria, New Orleans.

Atlanta, Ga.: S. A. Corker, E. R. Ravenel, M. S. Harper, Julian Field, E. P. McBurney, Atlanta.

Memphis, Tenn.: Jas. Sloan, C. D. Jordan, A. F. Lewis, D. H. Hicky, W. P. Battle, Memphis.

New York, N. Y.: John Aspegren, T. S. Young, St. Julien Ravenel, W. R. Cantrell, Edward Flash, New York City.

Little Rock, Ark.: J. P. Fauchett, S. P. Davis, F. H. Bunch, P. R. Lamar, and E. Roleson, Forest City.

Montgomery, Ala.: S. J. Cassels, J. W. Black, C. G. Hewitt, T. R. Cain, W. P. De Jarnette.

PENNSYLVANIA FOOD RULES.

The enactment of the new Pennsylvania State food law and its signing by the governor have already been announced in the columns of The National Provisioner. State Food Commissioner Foust has promptly issued regulations under the new law, many of which will be of interest to the trade. They conform in most respects to the federal law and regulations and the federal definitions of various products, etc.

Rule 1, defining sausage, is as follows:

Rule No. 1, Sausage.—Sausage or sausage meat shall be held to be a comminuted meat from neat cattle or swine, or a mixture of such meats, either fresh, salted, pickled or smoked, with added salt and spices and with or without the addition of edible animals' fats, blood and sugar, or subsequent smoking. It shall contain no larger amount of water than the meats from which it is prepared contain when in their fresh condition, and if it bears a name descriptive of kind, composition, or origin, it must correspond to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., must be clean and sound and impart to the contents no other substance than salt. All sausage found to contain any cereal, or added water, or other substance, except as herein stated, shall be deemed to be adulterated.

Certain harmless food colors are permitted, the same as in the federal regulations, as follows:

Rule No. 5, Colors.—The use of any dye, harmless or otherwise, to color or stain a food in a manner whereby damage or inferiority is concealed, or whereby the food is made to appear of better or greater value than it is, is specifically prohibited by law. The use in food for any purpose of any mineral dye, or any coal tar dyes not hereinafter listed, will be grounds for prosecution. Until further notice the coal tar dyes hereinafter named, made specifically for use in foods, and which bear a guaranty from the manufacturer that they are free from subsidiary products and represent the actual substance the name of which they bear, may be used in foods. The following coal tar

dyes which may be used in this manner are given numbers, the numbers preceding the names referring to the number of the dye in question as listed in A. G. Green's edition of the Schultz-Julius Systematic Survey of the Organic Coloring Matters, published in 1904.

The list is as follows: Red shades—107, Amaranth; 50, Ponceau 3 R; 517, Erythrosin, Orange shade—85, Orange I. Yellow shade—4, Naphthol yellow S. Green shade—435, Light green S. F. yellowish. Blue shade—692, Indigo disulfoacid.

Each of these colors shall be free from any coloring matter other than the one specified and shall not contain any contamination due to imperfect or incomplete manufacture. (F. I. D. 76.)

The use of benzoate of soda is permitted, but not in any meat product except mince meat. The rule regarding benzoate of soda and those products in which it may be used is as follows:

Rule No. 6, Sodium Benzoate and Sulphur-Dioxide.—Under the fourth proviso of the fifth clause of section 3, the following articles of food are designated as those articles of food in which benzoate of soda, or benzoic acid, have heretofore been generally used, to wit:

Catsup, mince-meat, sweet chow-chow, sweet pickles, preserves, jams, jellies, fruit-butter, shredded and dried codfish and cider, when used as a food ingredient.

For the purpose of this act, one-tenth of one per centum of benzoate of soda, or benzoic acid equivalent thereto, may be used in the foods above enumerated, provided, the fact that sodium benzoate has been used in the preparation of such foods shall be plainly stated on each package thereof.

The use of sodium benzoate is not permissible in any other article of food, except those hereinabove designated.

The word "package," as used in the fourth proviso of the fifth clause of section 3 of the act, shall include all containers, whether supplied by the dealer or by the consumer.

Rule No. 7, Sodium Benzoate and Sulphur-Dioxide, continued.—When any quantity of sodium benzoate or sulphur-dioxide has been used in the preparation of a food that fact shall be plainly stated on each package, and the act also provides, under the fourth clause of section 4, relating to misbranding, that the labeling of packages required by this act be on the main label of each package, and in type not less than 8-POINT BREVIER CAPS in size, unless the size of the package will not permit the use of 8-POINT CAP type, in which case the size of the type may be reduced proportionately and in such position and terms as may be plainly seen and read by the purchaser.

Under these separate clauses the presence of sodium benzoate or sulphur-dioxide will be held to be plainly stated on each package of food when the fact of such presence is stated in such a way as that it may be plainly seen and read by the purchaser, in colors contrasting with the ground on which it is placed and in character of type and position upon the container in conformity with the provisions of the act.

The rule regarding screening food products from flies is as follows:

Rule 8, Meats, Preserves and Similar Food Substances that are Likely to be Contaminated by Exposure to Flies and Other Insects, or Exposed to the Dust of the Street or the Store.—Under the provisions of the sixth clause of section 3 of the act, an article of food is adulterated where the same is an animal or vegetable substance produced, stored, transported, or kept in a way or manner that would render the article diseased, contaminated or unwholesome. Under this clause of the act, meats, preserves and similar food substances that are likely to be contaminated by exposure to flies and other insects, or exposed to the dust of the street or the store will be required to be kept screened so as to prevent all contamination.

CONSIGNEE OR BRANCH HOUSE

Which Is the Best Way to Market Meat Products?

By an Old-Timer.

[EDITOR'S NOTE.]—This is the first of a series of articles on certain of the commercial phases of the packinghouse industry which The National Provisioner hopes to publish from time to time. Those in the trade who may be interested in these topics are invited to criticize what may appear, and to submit their own views on the subjects discussed, or on other subjects of a like character which are interesting the trade.]

One of the most important and most often discussed questions arising in connection with the meat trade is that having to do with the best and most efficient methods of selling packinghouse products. This question is of especial interest to the new concern just starting out in business, and to the smaller packer or provision manufacturer. These are anxious to know the best method to employ, and the method which will involve the least expense, while at the same time introducing their products widely to the trade and making their brands favorably known.

There are many interesting facts to be considered in this connection. When packinghouse products were first introduced throughout the country generally, and shipped from producing points in the West to come in competition with the local or home-produced supplies, it was evident that a local agent or consignee, so-called, was of great advantage to the packer.

His services were important in introducing the goods and handling them to the best advantage. He was in a position to overcome the prejudice existing at that time against shipped-in packers' products, and his recommendation would go a good deal further than that of the packer's salesman or representative who might come in to deal with the trade directly.

Consequently the shipper consigned either to agents or "consignees" in order to introduce his products to the best advantage. The result was that for years many firms and individuals, at first doing a comparatively small business, grew to be large factors in the packing trade. Not only that, but many of them became wealthy on commissions earned from this "consignee" business.

Changes Made in Selling Methods.

But of late years, or since the larger and more widely-advertised concerns in the industry have become so well known, and have supplied by far the largest proportion of the products marketed, the method of handling and selling these products has changed. The packers now have their own branch houses and deal directly with the trade. There is no doubt that this is done at a lessened expense pro rata. Besides, this method enables the packer to control the output and the volume of tonnage handled.

But the question is still a very broad one as to which method—consignee or branch house—is the better from the standpoint of producer and buyer. There is no doubt that in a small city or point of shipment a consignee who has his own facilities in the shape of coolers, etc., and branch house equipment, and who is well thought of by reason of his capital and general business standing, and who also handles other lines of products such as country produce, fruits, etc., can give the shipper excellent service by reason of

prices realized, the guaranteeing of credits and in view of the commissions involved.

The result in such a case as this is likely not only to be a profitable one to the agent, but to the packer it will be fully equal to the returns from a direct branch house. In the latter case the packer has to depend on hired help entirely, and he is in a locality where the volume of trade at its best is bound to be limited and where he has only one line of products to supply the trade. On the other hand the consignee caters to various lines of trade and so reduces selling expenses proportionately and brings better returns.

But in cities of large population, and where volume of trade is practically without limit, and especially where large lines of specialties and fancy brands of goods are in demand, the question of consigning or selling direct is often hard to decide. It is important to the success of the packer to carefully consider this question, especially the new shipper, whose brands and products are not well known, and who must introduce them properly if he wants to build up a trade.

The references here made to the consignee have to do with the man who actually receives the products and disposes of them. He is a different proposition entirely from the broker, who acts only as agent between seller and buyer to close the trade and settle on details of quantity and price, but has no further interest in the transaction.

Both Systems Are Used.

The largest concerns in the trade use both the branch house and consignee methods. Where volume of business warrants it the branch house is at once established. Where it is not, the consignee is used until business grows to the point where it will justify the expense of building or leasing, and equipping and maintaining a branch house.

Many smaller concerns feel that they cannot afford the outlay necessary to establish a branch of their own. It looks like too much of a risk to put money into rentals or real estate, equip coolers and keep up a salary and expense account of good proportions for each house, besides the worry of looking after it when it is under way. They prefer to take chances with a consignee, especially where he is well established, popular and can bring them immediate returns.

It is a question for each packer to decide for himself, according to the circumstances surrounding his case. No set rule can be made to apply. It is simply a case for the exercise of business judgment in each separate instance.

LIGHTER HOGS NOW IN DEMAND.

Significant evidence of the annual switch in hog demand to lighter weights has been furnished by the market during the last ten days, says the Pittsburgh Live Stock Journal. For several months pigs and plain lights have been a slow feature in trade and have been selling at a big margin under good weights. Recently, however, stuff running from 130 pounds down has come rapidly into popularity, and the unusual gap prevailing

between the pigs and heavies for nearly a year has tightened up.

Three weeks ago the spread between handyweights and pigs amounted to fully a dollar, and frequently during the winter months the extreme range has amounted to \$1.25 or more. Since the first week of April this unusual disparity has been gradually reduced, but the contraction was not pronounced until about ten days ago when a bulge of 15@25 cents reduced the margin to about half a dollar.

Another significant indication of a transition in demand has been the changeable character of the demand for heavies. For more than a year strong weights have been occupying the pedestal of popularity and have been consistently outselling all other grades. During that period there has not been a time, no matter how slow the general market, when prime heavy hogs were not able to find an outlet at a premium over all other kinds.

In the last two weeks, however, trade on heavy stuff has been variable, and on some days when lights and pigs have been lively sellers have been unable to get more for them than the price of handyweights. A week ago heavy hogs were at times comparatively draggy, and although since then they have somewhat recovered popularity, the fact remains that they do not rest upon as secure foundation as a month ago.

The switch in demand is a seasonable development in trade. It invariably accompanies the inauguration of warm weather when fresh pork demand is the principal market factor at a time when retail demand is especially partial to light cuts and lean meats. Ordinarily during the hot summer months eastern demand is restricted principally to pigs and hogs running from 120 to 160 pounds, and for this reason they outsell all other grades. At the same time prime heavy stuff is ordinarily a very slow feature and it is frequently the case during the summer season that prime finished heavy hogs are to be found selling 20 to 25 cents under the price of pigs and lights.

During last year the conditions were reversed and heavy stuff maintained a premium at nearly all times during the summer months, the reason being that throughout that period pigs and lights were more plentiful than usual during the warm weather months and the quality was commoner. The failure of the usual rule was due to the high cost of corn and the inclination of farmers to ship their pigs rather than to feed them and make them good. The consequence was that there was an abundance of pigs and nearly all of them came to market grassy and showing very little familiarity with grain. Needless to say they killed out very unsatisfactorily, and packers found that they cost more on the hooks than heavy hogs which had been fed. As a result killers were willing to pay a considerable premium for hogs that were making good percentages, and the pig delegation had to sell down to a level corresponding to their quality.

Whether or not short weight stuff will close up the gap this year, let alone outsell heavy hogs, will depend upon the proportion of lights in the receipts and how good the country makes them. With corn at the highest price in years it is very likely that last year's programme of marketing pigs and lights in grassy and unfinished condition will be repeated.

TRADE GLEANINGS

The Howard tannery plant near Corry, Pa., has been damaged by fire. Loss, \$5,000.

W. N. Gregory is interested in the establishment of a fertilizer factory at Hertford, N. C.

The Goldwaite Oil Mill Company, Goldwaite, Tex., is preparing to erect a cotton oil mill.

The Arkansas Cotton Oil Company will double the capacity of its plant at England, Ark.

A cotton oil mill, cotton gin and compress will be established at Jennings, Fla., by B. F. McCall.

Triboulet & Hurley, of Phoenix, Ariz., are contemplating erecting a packing plant at Temple, Ariz.

The Nacogdoches Cotton Oil Company, Nacogdoches, Tex., has filed articles of corporate dissolution.

The farmers of Badger, Minn., are considering the establishment of a co-operative packing plant in that city.

The Cleveland Provision and the S. & S. Company's branch houses at Akron, O., have been damaged by fire.

Work has been started in the new addition to the office building of the S. & S. Company at U. S. Yards, Chicago, Ill.

The plant of the Pearson-Page Packing Company, Los Angeles, Cal., has been damaged by fire to the extent of \$6,000.

The Directors of the Poor of the County of Cambria, Pa., will erect a slaughterhouse on the county farm at Ebensburg, Pa.

W. E. Glassell is interested in the organization of a company for the purpose of erecting a \$10,000 packing plant at Shreveport, La.

H. E. Thorn of Alabama, aided by Jackson, Miss., capitalists, will establish a cottonseed oil mill at Jackson. Around \$75,000 is to be expended.

Tamm Brothers Glue Company, St. Louis, Mo., has been incorporated with a capital stock of \$60,000 by M. Tamm, H. Tamm and J. Settemaier.

R. K. Wooten, J. S. Blackman and E. C. Burton have incorporated the Choctaw Cotton Oil Company, Shawnee, Okla., with a capital stock of \$300,000.

The Calhoun Oil & Fertilizer Company, Calhoun, Ala., recently incorporated, will establish a two-press plant with a capacity of 40 to 50 tons daily.

The Atlanta Farmers' Association, Alberta, Canada, is negotiating with the Canadian government for the establishment of a government pork packing plant.

The packing plants of F. E. Schoeffel, 1855 Letterle avenue, and E. F. Beck, 1816 Letterle avenue, Louisville, Ky., have been destroyed by fire. Loss, \$12,000.

The Ashburn Oil Company, Ashburn, Ga., has been incorporated with a capital stock of \$40,000 by J. S. Shingler, W. A. Shingler and J. I. Evans. A 40-ton mill will be erected.

Representatives of the Farmers' Union of Oklahoma met in the Chamber of Commerce at Enid, Okla., last week to arrange for the establishment of a co-operative packing plant in Oklahoma.

The Farmers' Fertilizer Company, capitalized at \$100,000, has made application for a charter. The incorporators of the company are Messrs. Wm. Rich, A. W. Lamar, T. R. Terrell, H. M. Hays and J. O. Griffith.

The poultry firm of J. A. Long & Company, with headquarters in Portland, Ind., and branch houses in St. Marys, New Bremen and other places, has decided to erect a substantial building in St. Marys, Ind., as soon as a suitable location may be procured.

The Greensboro Fertilizer Company, Greensboro, N. C., recently incorporated, has organized with J. B. Williams, president; E. C. Ponder, vice-president, and J. T. Boswell, secretary. A structure 50 x 150 feet, with 100-ton daily capacity, will be erected.

R. L. Hammond and E. H. Eaton, of Michigan, and O. B. Canfield, Frank Van de Vanter and J. B. Wimer of Grangeville, Idaho, are organizing a company to have a capital stock of \$10,000, for the purpose of establishing a packing plant at Grangeville, Idaho.

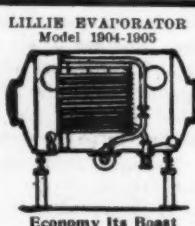
A company has been organized at Stockdale, Tex., with a capital stock of \$30,000 for the purpose of establishing a 40-ton cottonseed and peanut oil mill at that place. C. Silkes is president; M. C. Shaw, vice-president; J. T. Hall, secretary, and G. P. Barber, manager.

The Commercial Club of Enid, Okla., has closed a contract with St. Louis and Illinois capitalists, principal among whom is M. B. Wells, of St. Louis, for the erection there of a \$2,000,000 packing plant. The promoters declare the plant will be the largest in the Southwest, and give employment to three thousand men. A tract of land for the plant has been donated, and work will begin next month.

PROPOSALS.

PROPOSALS FOR COMMISSARY FOOD-STUFFS, ETC., Office of Panama Railroad Company, 24 State Street, New York, May 27, 1909.—Sealed proposals are invited for furnishing commissary foodstuffs, etc., to the Panama Railroad Company in accordance with terms and conditions contained in Circular No. P-228. Circulars and full information may be obtained at the following-named places, at which points bids will be received and opened in public on date and at time stated: The Purchasing Department, Panama Railroad Company, 24 State Street, New York; Purchasing Commissary, U. S. A., New Orleans, La.; Purchasing Commissary, U. S. A., 1006 North Point Street, San Francisco, Cal., and Purchasing Commissary, U. S. A., 11 Lake Street, Chicago, Ill. Bids will be received at New York until 2:00 p. m.; at Chicago and New Orleans until 1:00 p. m.; and at San Francisco until 11:00 a. m., June 17, 1909. WENDELL L. SIMPSON, Major, 19th Infantry, U. S. A., Commissary Purchasing Agent, Panama Railroad Company, 24 State Street, New York.

PROPOSALS FOR NET BEEF, FLOUR, COAL, LUMBER AND MISCELLANEOUS SUPPLIES, U. S. Indian Service, Carlisle, Pa., May 26, 1909.—SEALED PROPOSALS plainly marked on the outside of the sealed envelope, "PROPOSALS FOR SUPPLIES, ETC.", and addressed to the undersigned at Carlisle, Pa., will be received at the Indian School until 2 o'clock p. m. of June 16, 1909, for furnishing and delivering at the school as required during the fiscal year ending June 30, 1910, about 3,000 lbs. bacon, 10,000 lbs. beans, 200,000 lbs. net beef and mutton, 150,000 lbs. feed, 200,000 lbs. flour, 30,000 lbs. oats, 8,000 lbs. rolled oats, 15,600 lbs. dried fruit, 2,600 tons coal, 103,800 ft. lumber, 100 bbls. cement, 2,000 bush. sand, 100 bush. lime, 1,200 electric lamps, 285 reams paper and other printing material, and a large quantity of other subsistence, shop and miscellaneous supplies, etc., a full list and specifications thereof being obtainable at the school. Bidders must state specifically in their bids the price of each article to be offered under contract. All articles so offered will be subject to rigid inspection. The right is reserved to reject any or all bids, or any part of any bid, if deemed for the best interests of the service. Each bid must be accompanied by a certified check or draft upon some United States depository or solvent national bank, made payable to the order of the Commissioner of Indian Affairs, for at least five per cent. of the amount of the proposal, said check or draft to be forfeited to the United States in case any bidder receiving an award shall fail to execute promptly a satisfactory contract in accordance with the terms of his bid, otherwise to be returned to bidder. Bids accompanied by cash in lieu of certified check will not be considered. M. FRIEDMAN, Superintendent.



Lillie Multiple Evaporators

For Glue and Other Packing House Products

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Company, Marshalltown, Iowa.

TARIFF IN THE SENATE

The discussion of the pending tariff bill in the United States Senate in committee of the whole reached the meat schedule on Monday of this week, and there resulted a protracted and lively discussion over duties to be imposed on imported hams, bacon and lard, and on fresh meats. Politicians regardless of party lambasted the meat trade, though the farmer who raises meat animals found plenty of defenders.

The net result was a reduction in duties on cured products and no change in fresh meat duties from the Senate draft of the bill. Neither action was of particular consequence to the trade, which knows, as do all

who have studied the situation, that there is no particular likelihood of importations of foreign meats to this country in any quantity, even were all classes put on the free list.

The House bill as passed reduced the duty on bacon and hams to 4 cents a pound, on lard to 1½ cents and on fresh meats to 1½ cents. The Senate committee draft proposed to put cured meat duty up to 5 cents, lard to 2 cents and fresh meats to 2 cents. After a long discussion Senator Aldrich, stating that it made little difference either way, agreed to withdraw the Senate amendment on bacon and hams, leaving the duty as fixed by the House at 4 cents. The duty on lard was also left at 2 cents as the House fixed it.

The duty on fresh meats, however, he refused to agree to leave at the House figure. There was a strong feeling in the Senate that Canadian fresh meat competition might injure American stock raisers. Whether this was the case or not, it was believed the duty should be fixed at the higher figure, and the Senate by a majority vote sustained the committee view and left fresh meats at 2 cents.

Senator Aldrich on Monday called up paragraph 294 of the Senate bill relating to spices and said: "The committee proposes to strike out all of the paragraph as printed in the House text and to insert a new paragraph as follows: 294—Spices: Mustard, ground or prepared, in bottles or otherwise, 10 cents per pound; capsicum or red pepper, or cayenne pepper, 2½ cents per pound; sage, 1 cent per pound; spices not specially provided for in this section, 3 cents per pound." The amendment was agreed to. This strikes out the House provision and leaves the section exactly as reported in the Aldrich bill as quoted above.

It is possible that on final reading in the Senate the various schedules may suffer further change, and it is also probable that changes will take place when the bill finally gets into conference between the Senate and House. It is here that the big fight may come on the hide duty, and on the provisions in which the meat trade is most interested, those having to do with reciprocity agreements and the power of the President to enforce fair treatment from foreign nations for our products marketed abroad.

◆ ◆ ◆

VALUE OF ADVERTISING

Advertising products at or below cost, if you sell them there, may do for an occasional leader, but for steady diet it would make your bank account pretty thin, and if you advertise them below cost and don't sell them so, woe is you!

In some houses the advertising trails along

after the business. They advertise this week the things the people were calling for last week. The wise advertiser pulls his trade along instead of hanging on behind it, waiting for it to pull him. Keep the advertising ahead of the business and make it pull. When advertising gets to being merely a passenger, it's time to call in an inspector and have the business examined.

Cutting down the advertising appropriation when business gets dull is like shutting off steam on the locomotive when it comes to an up-grade. It used to be that Mondays were dull days. February and July were dull months. Merchants acknowledged it, and supposed that it must be so. Advertising has changed that. It was not done by ceasing to advertise in the dull times, either. No, indeed! It was done by bearing on harder than ever.

When business gets dull, the advertising knife should be sharpened and the house and its people should be made to look like ready money. There should be plenty of business and prosperity talk, and business and prosperity will come. This is mental science, and what is more important, it is common sense.

Of course, money looks more valuable when times are hard and the advertising appropriation looks a good deal larger, but it is well to think not of what the advertising costs so much as of what it does.

The way to advertise is to advertise all the time, without cessation. Make every advertisement the best of its kind that you can write. Get it inserted in the best medium that you can afford to pay for, and engage for regular use the best space that you can afford in that medium.

Doing all these things with all your might, if you find the advertising a failure, you will have proved truth a liar.

◆ ◆ ◆

TRAINING ALL EMPLOYEES

The plan of the Richard Webber establishment in New York City to give those of its employees not engaged directly in the handling of meats a technical training in the business commends itself in a number of ways. Not only will it expedite the transaction of business, but it will make it more agreeable to both the customer and the employee. It will make each employee capable of doing more business in a shorter space of time and will assure the customer that he will not have to spend unnecessary time in giving his order.

Everyone knows the difficulties encountered in trying to do business with an employee who is green so far as the business in which he is engaged is concerned. The amount of annoyance to the customer is only regulated by the greater or lesser greenness of the employee. The Webber plan, an account of which will be found in the news columns, will eliminate this, and if the same plan were adopted in all kinds of business more business would be done and done with a greater degree of comfort and economy by all parties concerned.

PRACTICAL POINTS FOR THE TRADE

TEMPERATURES FOR OLEO OIL.

An inquiry concerning the manufacture of oleo oil is as follows:

Editor The National Provisioner:

How many days should oleo oil be held in a warm room before being put into cold storage? Also, what should be the temperature of the first room after the oil is drawn off into the barrels; and what is the proper temperature for holding it in the cold storage after seeding in the barrels? H. A. C.

Usually after the oil is extracted from the fats it is drawn into settling vats, thence into seeding trucks, which are placed in a room at 85 to 90° Fahr. for about 60 hours, when the stearine will be found to have crystallized out and the product is ready for pressing. The pressed oil is drawn into tierces and these are put in a temperature of 50 to 60 degrees for about five days, when it will have become satisfactorily grained. Any temperature not exceeding 44° F. or below 36° F. is satisfactory storage.

The stock should be properly settled prior to pressing, so that all suspended fibre has been precipitated. The temperatures given for storage are based on a reasonable length of time for storage before the product enters manufacturing channels. If the fats are properly and thoroughly washed, chilled and hashed and the process throughout given reasonable attention, there can be no trouble experienced.

All receptacles and machinery should be kept scrupulously clean and sterilized, and seeding, pressing and storage rooms kept clean and well ventilated. Care must be taken not to disturb the seeding trucks during the process of crystallizing.

MAKING COMPOUND LARD.

The following inquiry has been received from a small butcher and packer who wants to make compound lard:

Editor The National Provisioner:

We have been trying to make compound lard, but have no formula and consequently have not had much success. Can you give us the information necessary, including the quantities of cottonseed oil to use. We have open kettles, steam renderers, coolers and mixers. S. Z.

This inquiry will be answered briefly in this place. A little later The National Provisioner will give more detailed information,

This department of "Practical Points for the Trade" is for the benefit of those in the various industries which The National Provisioner represents who have questions to ask concerning trade methods, formulas, etc. Wherever possible questions are answered through this column instead of by letter, in order that all readers may have the benefit of the information given. Inquiries should be addressed to the Technical Editor, The National Provisioner, 116 Nassau street, New York City, in order to receive prompt attention. It is not always possible to answer these inquiries at once, but the replies are published as rapidly as possible.

in reply to several requests of this character concerning the manufacture of compound lard.

In the manufacture of compound lard the principal component parts are cottonseed oil and beef or oleo stearine. If this article is intended for bakers' or hotel use entirely, and color is no object, it is not necessary to use bleached oil or bleached oleo stearine. If on the other hand pure white product is desired, then the bleached material is imperative. Prime summer yellow cottonseed oil and good oleo stearine are used, the respective percentages being varied according to season of year. Generally, however, they are 60 and 40 per cent. respectively. The stock should be heated to about 180° F. and agitated by blowing until thoroughly amalgamated, after which it should be pumped through the filter press or at least run through a sieve.

The manufacture of compounds is simple, the apparatus necessary being governed by the volume of business or trade demands. If a really first-class compound lard is desired, a filter press and cooling cooler are necessary. Avoid using adulterants of all kinds, such as parafin wax, etc.

The drawing to final receptacles should be effected at as low a temperature as possible, so that there may be no separation of the oils and stearines. See that all receptacles are clean and the cooling and chilling properly and thoroughly done.

DECOLORIZING OILS EXTRACTED WITH CARBON BISULPHIDE.

Oils that have been extracted by means of the carbon bisulphide method show invariably a dark green color caused by the extraction of green coloring matter from the seed or fruit used. A particular odor adheres to the oils, which latter show generally a high percentage of free fatty acids in addition to the other objectionable quality, which can all be removed by the one operation outlined below.

The necessary apparatus is a tank 12 feet high, having a conical bottom 3 feet deep provided with a cock for cleaning the tank. The apparatus rests upon four feet formed like the letter "U." The diameter of the tank is 6 feet, and it has another cock 3 feet above the lower one. It is necessary to be lined with lead 4 mm. thick. Two lead pipes of $\frac{1}{2}$ inch internal diameter reaching to the bottom are connected with steam and compressed air supplies.

A tank thus constructed has a capacity of 22,000 pounds, but only 16,000 pounds of the oil to be treated are emptied into it. Six hundred pounds of calcium chloride are dissolved in a little water, the whole added to the oil and kept stirring by air for ten hours. The air supply must reach 200 cubic feet per hour at the pressure of one atmosphere. Then steam is turned into the oil and a mixture of 220 pounds of sulphuric acid and fifty gallons of water. After five hours' steaming, or when the temperature has reached 212 deg. Fah., the steam is turned off and the liquids allowed to settle and separate, when the oil floating on top will be found of a clear, bright color similar in appearance to refined cottonseed oil. To further treat the oil, which now has a very high acid content, neutralization in a similar tank is required. The lead pipes are replaced by an agitator of some convenient construction, the oil is poured into the tank, the necessary amount of a soda solution of 10 deg. Beaume strength added, and the whole kept agitating for four hours, when, after the addition of a salt solution of the same strength as the soda solution, the oil is neutralized and the soap formed is removed, when, after settling for 24 hours, the oil is in a condition to be drawn off.

For over fifteen years the standard equipment for concentrating glue, beef extract, tankwater and other packing house liquors has been the

SWENSON EVAPORATOR

Over half our business consists of "repeat" orders—the best indication of satisfactory service. THERE ARE MORE SWENSON MACHINES USED FOR TANKWATER AND GLUE THAN ALL OTHER MAKES COMBINED. Think it over and then write to

SWENSON EVAPORATOR CO.

Successors to

American Foundry & Machinery Co.
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FOR PURCHASING DEPARTMENTS

PLEASED WITH BOSS HOG SCRAPER.

That packers using the Boss hog scraper have been satisfied and pleased with the results obtained through its use has been indicated by the many letters and other expressions of commendation received by the manufacturers, the Cincinnati Butchers' Supply Company. Many of these have already been made public. Following is another one from a concern which finds the Boss scraper what it wants in every way:

Cincinnati, Ohio, March 30, 1909.
The Cincinnati Butchers' Supply Co., City.
Gentlemen: Regarding the efficiency of your Boss hog scraper machine, installed at our packinghouse in November, 1908, we can say that the machine has given entire satisfaction, and is accomplishing all that you claim for it. We are using the machine every day, and are very much pleased with the work it does.

Respectfully yours,
KROGER GROCERY & BAKING CO.
Per A. L. Nagel, Vice-president.

FINE PACKINGHOUSE CONSTRUCTION.

It would be worth while for people who are interested in packinghouse construction, when in the neighborhood of Detroit, Mich., to visit the new plant being built for Parker Webb & Company, at 20th and Michigan streets. Their present plant being bought by the Michigan Central Railway for their terminals, this progressive company acquired a tract of land, 550 feet, fronting Michigan street, served by Michigan Central switch.

D. I. Davis & Company of Chicago were commissioned to prepare plans, take entire charge of the construction and produce the best results attainable from a sanitary and economical standpoint. There is now under construction a complete plant embracing beef, pork, manufacturing, rendering, fertilizer, storage, smoke houses and power plant, amounting to about 3,000,000 cubic feet of business space.

The most up-to-date methods prevail in the construction, the entire plant being reinforced concrete interior with exterior brick walls. Upon completion the plant will, undoubtedly, be regarded as a model.

The equipment from the present plant will be transferred and augmented. The hog killing capacity will be 2,500 hogs per day with proportionate quantities of other livestock.

DIXON GRAPHITE BOOKLET.

What might be called a pocket edition general catalogue has just been gotten out by the Joseph Dixon Crucible Company, of Jersey City, N. J. This lists their principal products, such as crucibles, facings, lubricating graphite, greases, pencils, protective paint, etc., giving brief descriptions and prices.

It is of value to the purchasing agent, engineer, contractor, superintendent and any one, in fact, who uses or specifies graphite in any form.

The booklet is of commercial envelope size, and will conveniently go in the pocket or desk pigeonhole. It is substantially bound in tough cover stock, and attractively printed. Copies may be obtained by addressing the Dixon company at their home offices, Jersey City, N. J.

BRECHT ENLARGING CAPACITY.

The Brecht Company at their main offices and factories, St. Louis, have commenced the construction of another six-story machine shop, which will add over 75,000 square feet of floor space to their already immense works. The new machine shop will be a modern daylight shop, and equipped with the latest improved metal-working machinery. One of the main wings of the new addition will be given over entirely to the construction of the new Brecht-Kohlhepp hog dehairing, polishing and bleaching machine. This department will be equipped with powerful hydraulic traveling cranes, capable of lifting one of these machines bodily from one place to another. These enlarged facilities will enable the Brecht Company to fill orders promptly, where heretofore they have been handicapped by lack of room. The new building will be ready for occupancy in about three months, and will cost in the neighborhood of \$200,000.

NEW "BOSS" MAN IN THE EAST.

In these days of progress and sharp competition it is a matter of vast importance when purchasing machinery to install the very best. Such the "Boss" machines, manufactured by The Cincinnati Butchers' Supply Company, are claimed to be. In order to familiarize the trade in the East more thoroughly with the merits of the different "Boss" machines, The Cincinnati Butchers' Supply Company has arranged with Mr. G. H. Stallman to represent them in that territory.

Mr. Stallman, of stuffer fame, has earned a splendid reputation with packers and sausage makers as an expert mechanic. He has been at the factory in Cincinnati for several weeks to study the "Boss" machines in detail and he will be pleased to hear from his numerous friends when they want first-class machinery. He may be reached for the time being, care of The Cincinnati Butchers' Supply Company, Cincinnati, Ohio.

BUTCHERS PUT IN LATEST FIXTURES.

R. J. McCombs, Avondale, Cincinnati, Ohio, has remodeled the store purchased from Henry Asman, who is retiring from the grocery business. The fixtures are all of the latest design, finished in white, which makes the store very neat and sanitary. The C. Schmidt Company, who are fully equipped for this class of work, furnished the fixtures.

H. W. Jacke, Louisville, Ky., has opened a new fancy grocery and market at Forty-first and Cecil avenue. The C. Schmidt Company have installed all the fixtures.

Adolph Rahn, Fulton avenue, and J. Klingelhoefer, East Governor street, Evansville, Ind., have installed new refrigerators. The C. Schmidt Company have furnished both.

A SAUSAGE MAKER'S EXPERIENCE.

Some time ago Messrs. S. J. Hugo & Sons of New Haven, Conn., purchased a latest-improved Sanitary "Buffalo" Silent meat cutter of largest size, with a capacity of 25,000 lbs. a day. Shortly after the machine was installed, the manufacturers, John E. Smith's Sons Co., Buffalo, N. Y., received a letter stating that the machine was not giving satisfaction, there being too much time consumed in doing the work, and requesting them to send a man down to look over the machine. They replied that there must be something wrong, and that they would send their superintendent down, and if it was not the fault of the machine they would ask Mr. Hugo to stand the expense, which Mr. Hugo readily agreed to do.

The manufacturers sent down their superintendent, who found that Messrs. Hugo & Sons employed some German sausage makers who took out the comb (through which the knives pass which do the cutting) so that it took them nearly forty minutes to cut a batch of meat fine. It was a surprise to the superintendent that the machine cut it fine at all, and that something worse did not happen.

After putting the comb back the superintendent cut 1,200 lbs. of meat fine in 40 minutes, which greatly astonished the sausage maker. He could not find out the object of these men in taking the comb out, except that they stated that in Germany they run the machines that way. But it seemed that before putting in this Silent cutter they were working overtime, earning from \$8 to \$10 a week extra, while with the Buffalo cutter they are now doing all this work in the regular hours, which, of course, means a great saving to Messrs. Hugo & Sons. Also, before using this machine they employed a larger number of sausage makers than was necessary with this machine.

To show their appreciation of this machine the following letter was written to John E. Smith's Sons Co.:

Dear Sirs: We have now used your Buffalo Silent cutter for some time, and have found same to be exactly, if not more than, represented. It is without doubt the most wonderful and quickest labor-saving and money-making machine in the bologna business today. We wish you success, which you most certainly deserve.

Yours respectfully,
SIMON J. HUGO & SONS.

KEEP IT IN A HANDY PLACE.

Keep a file of your copies of The National Provisioner. Then when you want to look up some technical subject or refer to market reports or statistics you will have the information at hand, and will not have to inquire for it. Send for a National Provisioner binder; cloth, stamped in gold, \$1.25.

80 PAGES ON LUBRICATION.

New, fresh information on the modern practice of graphite lubrication. Tells what graphite has done, what it will do, what you can do with it. Copy 88-C FREE.

JOSEPH DIXON CRUCIBLE CO., JERSEY CITY, N.J.

ICE AND REFRIGERATION

NEW CORPORATIONS.

Lewisboro, N. Y.—The Vista Ridge Farms Company has been incorporated with a capital stock of \$50,000 to manufacture dairy products. P. Beale, M. D. Nare and F. M. Sampshell, 2 Wall street, New York City, are the incorporators.

Brooklyn, N. Y.—The F. Wirth Dairy Company has been incorporated with a capital stock of \$1,000 by J. Katcher, Prospect place; L. Ascher, 126 Belmont avenue.

Brooklyn, N. Y.—The Atlantic Hygienic Ice Company has certified to the Secretary of State that half of its capital, which amounts to \$150,000, has been paid in. Its directors include William Lehmkuhl, Charles Johnson and Jacob Cook.

Nyack, N. Y.—A. A. Demarest, L. A. Whyard, Nyack, and C. H. Newman of Brooklyn, have incorporated the Rockland Hygeia Ice Company with a capital stock of \$30,000.

Edina, Tex.—The Edna Light & Ice Company has been incorporated with a capital stock of \$10,000 by H. B. Walling, A. S. White and A. E. Westhoff.

Farmersville, Tex.—W. C. Dickson, F. M. Raynor, C. C. Yeatts and others have incorporated the Farmersville Ice Company with \$20,000 capital stock.

Orangeburg, S. C.—The Crystal Ice Company has been incorporated with a capital stock of \$100,000 by W. P. Skinner, W. C. Wolf and H. C. Wannamaker.

Albion, Ind.—The Albion Creamery Company has been incorporated with a capital stock of \$10,000 by Charles Peck, O. P. Barnum, J. G. Steele and others.

Delmar's Candy & Ice Cream Company,

Chicago, Ill., has been incorporated with a capital stock of \$2,500, to manufacture candy and ice cream. J. T. Jarrett, 1517 First National Bank building, is one of the incorporators.

ICE NOTES.

Lowville, N. Y.—The Lowville Cold Storage Company has received its new 25-ton refrigerating machine for its cold storage plant.

Akron, O.—The directors of the Co-operative Creamery Company have decided to rebuild their plant at Bath, O., recently burned.

Cuero, Tex.—The Northern Produce Company has leased a piece of property on which a cold storage plant will be erected for the storage of turkeys.

Camden, N. J.—It is stated that a municipal ice plant will be erected at Federal street and Cooper's Creek.

Myersdale, Pa.—The new ice plant being erected by Wilmot & Leith is nearing completion and will be in operation in about two or three weeks.

Albany, N. Y.—The ice house on Parr's Island near here, belonging to Henry Parr, has been destroyed by fire. The loss is estimated at \$20,000.

Boston, Mass.—The Boston Terminal Refrigerating Company will operate a large cold storage warehouse in East Boston, adjoining the B. & A. Railroad. The building will be nine stories.

Passaic, N. J.—The Passaic Ice Company expects to get its artificial plant in operation by the middle of June and will then turn out about sixty tons a day.

Monroe, Mich.—The brewery plant owned and operated by Jacob Reeder, on Lapaisant road, together with ice plant, has been destroyed by fire. Loss estimated at \$50,000.

Del Rio, Tex.—An ice plant is being installed by the electric light company of this place.

Hazleton, Pa.—A company headed by E. A. Longacre of Shenandoah, has purchased the property of C. Voorhees on Cedar street. The company will erect a new brick ice plant on the site. The capital stock will be \$100,000.

Reading, Pa.—It is reported that \$40,000 has been pledged toward the organization of a co-operative ice plant here, by the grocers and butchers.

Willmar, Minn.—Frank Heald has purchased the ice business of Ole Gilbertson.

Dallas, Tex.—B. Ablon & Company will establish a cold-storage plant, 3 stories and basement, to cost \$15,000 without machinery.

San Antonio, Tex.—C. A. Zilker and others are contemplating the establishment of a \$30,000 cold storage plant here.

Baltimore, Md.—The J. F. Wiessner & Son Brewing Company has awarded contract for the erection of an addition to its plant.

Tulsa, Okla.—Thompson Ice Cream Company has increased its capital stock from \$20,000 to \$30,000.

Philadelphia, Pa.—Plans for a nine-story brick, steel and concrete warehouse at Delaware avenue and Noble streets for the Philadelphia Warehousing and Cold Storage Company are posted for estimates in the office of William R. Dougherty. The structure will measure 148.4 by 165.2 feet.

Staunton, Va.—The ice plant of F. Tannehill and C. B. Ralston was destroyed by fire on June 2 with a loss of \$40,000.

BOILER ECONOMY IN REFRIGERATING PLANTS.*

By John C. Sparks, B.Sc., F.C.S.

The most variable item of cost in a refrigerating or ice plant is the production of steam in the boilers. The cost of fuel and general boiler-room expense is dependent on the location of the plant, its distance from coal supply and transportation facilities, and the cost of coal handling at the plant. No two refrigerating plants which I have examined, or am familiar with, are on an equal footing in regard to the gross boiler-room expense, and while this difference is largely due to location, yet the consideration that has been given to the equipment, general economy of operation and efficient heat exchange cuts a large figure.

Refrigeration being essentially a heat exchange, the heat of the fuel being converted into work, which work is utilized for bringing about a change in the physical form of ammonia and so making possible another heat exchange, the item of coal and steam production is the largest portion of the total operating expenses. Taking any one plant for consideration, the cost of coal per ton is almost a fixed item, and to effect economy, the method employed in the production of steam must be made more efficient and a greater proportion of the heating value of the fuel utilized.

Points To Be Considered.

This paper is not a criticism of the method in use at all plants, but a discussion of the main features which go to make up the cause of the wide variation in the cost of steam production in different plants. It is important to know how to select a suitable fuel for the existing conditions of the plant and how to get the largest proportion of the heat

*Cold Storage and Ice Trade Journal.

units contained in that fuel transferred into steam.

Until the recent competition and large increase in the number of refrigerating plants throughout the country, the main duty of the boiler plant was reliability and not economy. The boilers were counted on to supply enough steam of the required pressure to insure the operation of all parts of the plant at all times and to be able to supply this steam with as little trouble as possible from an operating point of view. The firemen of the boiler room were required to have sufficient intelligence and capacity to accomplish this, and unless the fuel bills were excessively high, no further consideration was given to the economy of the production of the steam.

Records Should be Kept.

It is usually noticed that if one visits a plant to make a special test, delays are always made because the boilers need a special touch here and there, either the boilers were "just due to be cleaned," or the setting touched up, or a broken gate replaced, so that the test may be made under the best possible conditions. When the test starts, the firemen give extra care in stoking, the drafts are regulated to a nicety, the blowholes in the fire carefully filled in, and the result is very much better than the average figures obtained during the past few months. This sort of test is not very satisfactory, as the difference is explained by reason of extra calls that were made on the plant at certain previous times, the fuel was different, or many other considerations which might affect the result. The only way to get any definite data is to have a record kept which shows the description of the fuel used and all contributing information over a long and continuous period. This record can easily be kept all the time, and a careful study of the data obtained is most helpful.

The fact of keeping such a record is in itself an aid to the production of better results, as the operators do better and more consistent work.

Many plants keep records that are accurate in nearly every detail except the estimation of the quantity of coal in the coal pile at the end of the week or month, or whenever the results are tabulated. The figure is usually the engineer's "best guess," and the wide variation in total cost figures, from month to month, is very often due to this item. It is necessary to have a standard method of measurement and computation, which should be followed each time the estimation is made. This is difficult, because different coals and coals of different size do not have the same angle of inclination in a pile, and do not have the same ratio in cubic feet per ton in bunk-

Henry Vogt Machine Co. LOUISVILLE, KY.

Manufacturers of
Ice and Refrigerating
Machinery and Boilers

Government Inspection

requires your packing house to have the most
Sanitary Arrangement
We are specialists in this work Write us in regard to your requirements
TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

ers, but with very little trouble the engineer can get an estimate, which is more accurate than the usual approximation.

The main points in boiler economy consist in developing as much heat in the furnace as possible, in the best form to be transferred to the boiler, and the absorption and transference of the developed heat by the boiler to the water for the production of steam. The furnace to produce good results must give efficient combustion, and the boiler requires that combustion to be effected at high temperatures.

The transfer of the heat of the combustion of the fuel depends on the difference in temperature of the heated gases and the boiler surface. The efficiency of the boiler consists in allowing as little of this heat as possible to escape with the flue gases. Presuming that the boiler setting is well arranged so that no cooling surfaces are met by the high temperature gases from the furnace before the combustion is complete, the temperature of these gases will depend largely on the volume of air that is admitted for combustion. The air admitted should be allowed to mingle with the

HOW TO KNOW PURE AMMONIA

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PUREST Ammonia, please know this:
When you buy The Bower Brand Anhydrous
Ammonia you are getting the **UTMOST** Ammonia
purity and quality money can buy.

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higher than that of Ammonia utterly lacking
the purity and dry quality of the

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pure aqua Ammonia of our own production.
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(To be continued.)

STOCKS OF PROVISIONS

Official reports of stocks of provisions on hand at certain chief centers at the end of May are as follows:

Chicago.

	May 31, 1909.	May 31, 1908.
Mess pork, new, made since Oct. 1, '08, bbls.	16,374	54,177
Mess pork, made Oct. 1, '07, to Oct. 1, '08, bbls.	4,077	100
Other kinds of barrelled pork, bbls.	45,006	44,655
*P. S. lard, made since Oct. 1, '08, tcs.	60,837	103,046
P. S. lard, made Oct. 1, '07, to Oct. 1, '08, tcs.	3,000	.....
Other kinds of lard, tcs.	23,677	17,632
Short rib middles, made since Oct. 1, '08, lbs. 17,971,021	47,185,374	.....
Made previous to Oct. 1, '08, lbs.	26,000	.....
Short clear middles, lbs.	421,832	473,227
Extra S. C. middles, made since Oct. 1, '08, lbs.	5,352,268	4,921,992
Extra S. R. middles, lbs.	6,267,700	6,365,564
Long clear middles, lbs.	60,846	67,380
Dry salt shoulders, lbs.	628,484	766,666

Sweet pickled shoulders,	955,577	1,409,740
S. P. hams, lbs.	40,225,101	35,058,419
D. S. bellies, lbs.	20,815,344	21,961,854
S. P. bellies, lbs.	12,133,568	10,649,598
S. P. Calif. or picnic hams, lbs.	8,006,401	10,716,020
S. P. Boston shoul-	ders, lbs.	
S. P. skinned hams, lbs.	11,455,539	10,618,082
Other cut meats, lbs.	10,519,275	7,276,210

Total cut meats, lbs. 134,812,956 157,496,126

*In storage tanks and tierces.

Movement of Product.

Received.

	May, 1909.	May, 1908.
Pork, bbls.	1,330	880
Lard, gross weight, lbs.	6,155,762	5,891,156
Meats, gross weight, lbs.	19,398,119	20,480,767
Live hogs, number.	597,441	634,298
Dressed hogs, number.	.....	.....

Shipped.

	May, 1909.	May, 1908.
Pork, bbls.	14,984	8,108
Lard, gross weight, lbs.	19,277,579	25,358,247
Meats, gross weight, lbs.	65,837,199	45,625,647
Live hogs, number.	142,540	148,186
Dressed hogs, number.	1,486	5,679

Average weight of hogs received May, 1909, 216 lbs.; May, 1908, 218 lbs.; May, 1907, 235 lbs.

STOCKS OF LARD

Cable advices to the N. K. Fairbank Company give the following estimates of the stocks of lard held in Europe and afloat on June 1, to which are added estimates of former years, and stocks in cities named:

	1909.	1909.	1908.	1908.	1907.	1906.
June 1.	May 1.	May 1.	May 1.	June 1.	June 1.	June 1.
Liverpool and Manchester.	15,500	14,500	19,000	19,000	16,000	17,000
Other British ports.	14,000	15,000	10,000	11,000	18,000	13,500
Hamburg.	11,000	16,000	22,000	22,000	23,000	10,000
Bremen.	1,500	1,500	4,000	4,500	1,000	3,000
Berlin.	4,000	3,000	4,500	4,000	5,000	3,000
Baltic ports.	14,000	15,000	24,500	22,000	19,000	16,500
Amsterdam, Rotterdam, Mannheim.	3,000	4,000	5,000	4,000	2,500	5,000
Antwerp.	2,000	2,500	6,000	5,000	2,000	5,000
French ports.	500	1,400	5,000	4,000	1,600	1,300
Italian and Spanish ports.	500	1,000	1,000	1,000	500	500
Total in Europe.	66,000	73,900	101,000	96,500	88,600	74,800
Afloat for Europe.	55,000	50,000	50,000	45,000	55,000	55,000
Total in Europe and afloat.	121,000	123,900	151,000	141,500	143,600	129,800
Chicago prime steam.	63,837	70,161	59,328	103,046	56,320	64,000
Chicago other kinds.	23,677	17,084	17,468	17,632	36,740	17,419
East St. Louis.	1,900	12,500	3,750	4,550	1,750	2,120
Kansas City.	10,534	11,092	14,401	23,578	27,517	16,226
Omaha.	2,942	2,371	2,455	4,419	5,425	3,384
New York.	***	***	5,460	6,476	6,511	6,556
Milwaukee.	1,952	2,351	2,455	3,399	3,989	934
South St. Joseph.	7,595	5,116	12,564	13,029	8,810	7,790
Total tierces.	233,437	234,575	268,881	317,629	290,662	248,229

*Estimated. *** New York Produce Exchange discontinued reporting stocks.

Kansas City.

May 31, 1909. May 29, 1908.

Mess pork, bbls.	338	1,211
Other kinds pork, lbs.	4,318	5,361
P. S. lard, contract, tcs.	3,312	19,264
Other kinds lard, tcs.	7,222	4,314
Short rib middles, lbs.	3,765,100	4,172,300
Extra S. R. middles, lbs.	3,747,700	3,395,300
Short clear middles, lbs.	349,000	247,200
Extra S. C. middles, lbs.	4,772,800	4,371,700
Long clear middles, lbs.	76,000	221,900
Dry salt shoulders, lbs.	781,400	2,251,700
D. S. bellies, lbs.	7,814,900	8,717,900
S. P. shoulders, lbs.	248,700	869,000
S. P. hams, lbs.	22,081,000	21,304,500
S. P. bellies, lbs.	3,982,700	5,099,100
S. P. Calif. hams, lbs.	3,801,000	6,884,500
S. P. skinned hams, lbs.	5,286,700	4,524,700
Other cut meats, lbs.	8,002,100	8,576,200

Total cut meats, lbs. 64,709,100 70,636,000

Live Hogs.

May 31, 1909. May 29, 1908.

Received	302,136	355,745
Shipped	37,778	29,052
Driven out	264,697	322,613
Average weight	198	206

Milwaukee.

May 31, 1909. May 31, 1908.

Mess pork, winter packed, new, bbls.	493	2,052
Other kinds bbl'd. pork, bbls.	5,096	4,979
Prime steam lard, contract, tcs.	377	2,167
Other kinds of lard, tcs.	1,575	1,235
Short rib middles, lbs.	5,599,870	1,920,817
Extra short rib middles, lbs.	525,827	468,850
Short clear middles, lbs.	3,292	52,405
Extra short clear middles, lbs.	371,202	573,991
Long clear middles, lbs.	841	98,404
Dry salt shoulders, lbs.	61,683	830,636
S. P. shoulders, lbs.	27,210	1,078,600
S. P. hams, lbs.	3,480,760	4,805,900
D. S. bellies, lbs.	3,151,817	3,097,914
S. P. bellies, lbs.	1,620,045	1,396,830
S. P. Cal. or picnic hams, lbs.	967,520	835,300
S. P. skinned hams, lbs.	1,315,500	1,403,300
Other cuts of meats, lbs.	1,912,332	4,502,691

Total cut meats, lbs. 19,138,199 21,065,638

LIVE HOGS.

May, 1909. May, 1908.

Receipts	71,114	102,628
Shipments	11,208	8,865

There are plenty of men out of employment, but a good packinghouse man need never be idle if he makes use of the "Wanted" department of The National Provisioner.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the bbl., except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce and hog by the cwt.

New High Levels—Trade Excited—Small Movement of Hogs—Disappointing Packing Returns—Stocks Light—Supplies Much Under Last Year.

The provision markets were active and very strong this week, advancing to new high levels for the season. There was a sudden development of decided speculative interest and values were rapidly advanced, reaching the highest levels this week. The advance in the pork market since the 1st of May has been \$1.50 a barrel, while the lard market has advanced nearly 3c. a pound and other meats in proportion. On Thursday pork futures sold at \$20 at the West the first time in a number of years.

The prevailing prices compared with last year show an advance of about \$2.50 a hundred on lard, \$3 a hundred on ribs and nearly \$6 a barrel on pork. The recent advance in the product market has carried the futures somewhat ahead of the advance in live hogs. Hogs have been ruling very strong, and have advanced pretty steadily although the recent rise has not been so rapid as in the case of the product.

The advance in the market was again influenced by the question of the supply of hogs on one hand, the packing returns, the light weight and disappointing yields, and the continuation of fairly good demand for product and decreasing stocks. The statement of the stocks of product for June 1 showed a slight decrease in pork stocks compared with the preceding month, but the total is less than 40 per cent. of the supplies on hand a year ago. The supply of lard does

not show quite so big a reduction in the quantity. The supply of contract lard, however, decreased a little over 6,000 tcs. for the month, and the total is about 40,000 tcs. under a year ago. The world's lard stock is also much under supplies on hand previously. During the month of June the world's stocks of lard decreased 1,130 tcs., with the total at present 233,437 tcs.

A year ago during May the world's stocks increased 48,048 tcs. The great decrease in the stocks was in the supply of ribs, which are about 30,000,000 lbs. less than a year ago. The comparisons for the stocks at Chicago this month, last month, and last year follow:

	June 1, '09.	May 1, '09.	June 1, '08.
Mess pork, bbls....	20,590	21,573	54,277
P. S. lard, tcs.....	60,840	70,161	103,046
Short ribs, lbs.	18,000,000	21,643,046	47,211,374
Reg. hams, lbs.	40,250,000	43,851,078	35,058,419
Cal. hams, lbs.	8,000,000	10,738,987	10,716,020
Skinned hams, lbs.	11,500,000	11,891,711	10,618,082
Total of cut meats, June 1, was 134,000,000.			

It is claimed by nearly all interests in the market that the supply of lard and hog products generally is very small, outside of a few points of accumulation. Offerings of middling West lard are small, and the supply being produced seems to be but little more than the requirements of the local trade in the territory of production.

The export demand has been restricted by the advance in the future market, and exporters this week report very little interest being shown in the market. This is possibly due to the fact that the markets abroad have not kept pace with the American rise. Another factor against business has been the unwillingness of the West India interests and

South American to follow any advance. The high prices appear to have curtailed consumption in those sections.

The realization by the trade that the high prices which have prevailed during the past month have not resulted in the curtailment of production sufficient to bring about a gain in stocks, was one of the important influences in the movement to still higher levels. The argument adduced is that the supply of hogs is likely to be small and prices will be forced by the actual question of supply and demand to a point where the high quotations will restrict the consumption and result in accumulation of supplies in that way, or else the advanced prices of hogs will result in a heavy movement of live hogs.

The high prices which have prevailed for feeding stuffs so long have resulted in a decrease in the number of hogs being raised in the country, and the impression seems to be quite general that there will be no heavy movement until feed prices are generally lower. If, however, there is a large movement, brought about by the high quotations for hogs, it will result in the depletion of supplies to such an extent that there will be comparatively few to be brought in later. The greater the number of small and unfinished hogs that are sent in now on account of the price, the smaller will be the supply later in the season.

The fact that the price of feeding stuffs continues very high throughout the entire country, not only for corn, but for mill feeds of all kinds and for cottonseed meal and other feeding stuffs as well is against any concessions in livestock prices. The small supply of cattle and other livestock also tell

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very decidedly in favor of the hog market and in the market for hog products.

The average prices, however, have reached such a level that there is a great deal of hesitation being shown in following the advance. This condition may not mean any immediate recession in values, but means that the country generally is buying only as it sees opportunity to merchandise the product with a reasonable degree of promptness. The high prices prevailing, however, for all other kinds of meats does not make the prices for hog products show up so unfavorably as they would under normal conditions of the market.

The stocks of cured meats at principal points in the West decreased last month 22,000,000 lbs., against a decrease last year of 5,300,000 lbs., and an increase two years ago of 43,000,000 lbs.

The market is very firm with offerings light. Mess is quoted at \$20.25@20.75; clear, \$19.75@21.75, and family, \$20@21.

The market is firm with future demand quiet. City steam lard, \$11.37½@11.50; prime Western, \$11.60, and Middle West,

\$11.50; Continent, \$11.90; South America, \$12.40; Brazil, kegs, \$13.40; compound, \$8@8¼e.

SEE PAGE 43 FOR FRIDAY'S MARKETS.

BEEF.—The market is dull with demand very slow. Mess quoted at \$10.50@11; packet, \$12@12.50; family, \$13.50@14.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York, reported up to Wednesday, June 2, 1909, were as follows:

BACON.—Antwerp, Belgium, 27,500 lbs.; Bristol, England, 8,400 lbs.; Civita, Nuchia, 6,200 lbs.; Copenhagen, Denmark, 26,040 lbs.; Glasgow, Scotland, 153,995 lbs.; Havana, Cuba, 30,484 lbs.; Kingston, W. I., 691 lbs.; La Guiana, Venezuela, 565 lbs.; Liverpool, England, 804,754 lbs.; Matanzas, Cuba, 29,737 lbs.; Para, Brazil, 6,002 lbs.; Port Limon, C. R., 1,182 lbs.; Santiago, Cuba, 15,942 lbs.

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, May 29, 1909, as shown by H. M. Schwarzschild's report, are as follows:

Steamer and Destination.	Oil	Cottonseed	Bacon		Beef.	Lard.		
	Cake.	Oil	Cheese.	Hams.	Tallow.	Pkgs.	Pork.	Tes. and Pkgs.
	Lbs.	Gals.						
Mauretania, Liverpool			1020	536		77	397	1250
Baltic, Liverpool			97	1914		55	129	1019
Carmania, Liverpool			672		300		100	325
*Minneapolis, London	25			187		180	10	990
*St. Louis, Southampton				650			75	625
Adriatic, Southampton				470				350
Bristol City, Bristol				15		50		1650
*Caledonia, Glasgow				816		195		246
Cleveland, Hamburg						65	38	1850
President Grant, Hamburg						50		1600
Rotterdam, Rotterdam	3000	482		30		90		605
St. Andrew, Antwerp		6394						1760
Lapland, Antwerp		3471		440		50	149	345
Kaiser Wil. der Grosse, Bremen						50		
Prinzess Alice, Bremen								400
Main, Bremen						35		
Caroline, Havre								53
Gallia, Marseilles			75				50	125
Oscar II, Baltic		100		10		358		615
Lombardia, Mediterranean		25						60
Koenigin Luise, Mediterranean		1793		10				980
Bulgaria, Mediterranean						10		60
Total	12,865	2,500	1789	5088	300	1158	503	8230
Last week	4423	10755	1223	4117	435	555	372	4904
Same time in 1908	10922	2202	5722	6662	1230	1171	415	5032

*Cargo estimated by steamship company.

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OCEAN FREIGHTS.

	Liverpool, Glasgow, Hamburg, Per Ton	Per Ton	Per 100 lbs.
Beef, per tierce	3/	3/	15@24c.
Oil cake	7/6	7/	10@11c.
Bacon	15/	15/	15@24c.
Lard, tierces	15/	15/	15@24c.
Cheese	20/	25/	15@24c.
Canned meats	15/	15/	15@24c.
Butter	25/	30/	15@24c.
Tallow	15/	15/	15@22c.
Pork, per barrel	2/3	2/3	15@24c.

HAMS.—Antwerp, Belgium, 228,500 lbs.; Barbados, W. I., 1,829 lbs.; Colon, Panama, 3,084 lbs.; Christiania, Norway, 34,654 lbs.; Copenhagen, Denmark, 14,783 lbs.; Demerara, British Guiana, 4,547 lbs.; Glasgow, Scotland, 288,732 lbs.; Havana, Cuba, 6,468 lbs.; Kingston, W. I., 1,716 lbs.; Liverpool, England, 506,878 lbs.; London, Eng., 224,296 lbs.; Matanzas, Cuba, 3,842 lbs.; Nassau, W. I., 1,400 lbs.; Port Limon C. R., 2,049 lbs.; Port au Prince, W. I., 826 lbs.; Rotterdam, Holland, 30,819 lbs.; Santiago, Cuba, 12,068 lbs.; Southampton, England, 88,699 lbs.; St. Johns, N. F., 10,060 lbs.; San Domingo, S. D., 3,074 lbs.; Stockholm, Sweden, 9,375 lbs.

LARD.—Arendal, Norway, 2,750 lbs.; Antwerp, Belgium, 233,263 lbs.; Aberdeen, Scotland, 8,646 lbs.; Amsterdam, Holland, 26,330 lbs.; Bremen, Germany, 22,500 lbs.; Bari, Italy, 3,100 lbs.; Barbados, W. I., 20,347 lbs.; Bathurst, Australia, 2,232 lbs.; Buenaventura, Colombia, 2,819 lbs.; Bristol, England, 30,800 lbs.; Baracoa, Cuba, 1,460 lbs.; Catania, Sicily, 14,400 lbs.; Cape Town, Africa, 9,920 lbs.; Curacao, Leeward Islands, 2,638 lbs.; Callao, Peru, 7,500 lbs.; Christiania, Norway, 38,821 lbs.; Colon, Panama, 1,368 lbs.; Catania, Sicily, 11,000 lbs.; Copenhagen, Denmark, 330,635 lbs.; Cardiff, Wales, 42,000 lbs.; Christiansand, Norway, 10,926 lbs.; Delagoa Bay, Africa, 28,130 lbs.; Dantzig, Germany, 39,044 lbs.; Emden, Germany, 2,400 lbs.; Glasgow, Scotland, 248,394 lbs.; Gibraltar, Spain, 23,800 lbs.; Genoa, Italy, 31,840 lbs.; Hamburg, Germany, 1,249,904 lbs.; Havre, France, 18,774 lbs.

(Continued on next page.)

EXPORTS OF PROVISIONS

Exports of hog products for week ended May 29, 1909, with comparative tables:

PORK, BARRELS.

	Week May 29, 1909.	Week May 30, 1908.	From Nov. 1, 1909.
United Kingdom..	418	562	22,587
Continent ..	300	145	10,238
So. & Cen. Am... .	328	643	10,796
West Indies ..	964	772	39,086
Br. No. Am. Col. .	181	142	12,749
Other countries ..	15	99	116
Totals ..	2,206	2,384	95,572

MEATS, POUNDS.

	United Kingdom..	8,223,200	254,726,190
Continent ..	583,934	874,850	22,597,784
So. & Cen. Am... .	141,300	149,100	3,159,782
West Indies ..	236,450	104,925	5,767,514
Br. No. Am. Col. .	10,000	.....	116,110
Other countries ..	10,400	2,000	67,200
Totals ..	6,218,713	9,354,075	26,434,580

LARD, POUNDS.

	United Kingdom..	5,236,620	8,223,200	254,726,190
Continent ..	583,934	874,850	22,597,784	
So. & Cen. Am... .	141,300	149,100	3,159,782	
West Indies ..	236,450	104,925	5,767,514	
Br. No. Am. Col. .	10,000	.....	116,110	
Other countries ..	10,400	2,000	67,200	
Totals ..	6,218,713	9,354,075	26,434,580	

TOTALS, POUNDS.

	United Kingdom..	5,940,227	5,026,497	175,523,725
Continent ..	4,347,293	4,104,250	164,307,850	
So. & Cen. Am... .	671,063	229,950	8,689,188	
West Indies ..	875,468	506,268	21,052,592	
Br. No. Am. Col. .	3,600	.....	465,060	
Other countries ..	15,050	.....	688,450	
Totals ..	11,852,761	9,868,925	370,706,865	

RECAPITULATION OF WEEK'S EXPORTS.

	Pork. Bbls.	Meats. Pounds.	Lard. Pounds.
From—			
New York	1,721	2,919,550	6,435,300
Boston	109	2,621,850	1,064,904
Philadelphia	301	239,213	1,017,616
New Orleans	75	102,400	965,263
Mobile		90,600	239,640
Galveston			325,438
Montreal		192,600	1,617,100
Baltimore		52,500	187,500
Totals	2,206	6,218,713	11,852,761

COMPARATIVE SUMMARY.

	From Nov. 1, 1908, to May 29, 1909.	To May 30, 1908.	Decrease.
Pork, pounds ..	19,114,400	20,939,600	1,825,200
Meats, pounds ..	286,434,580	350,543,064	64,108,484
Lard, pounds ..	370,706,865	419,443,666	48,736,501

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—The week has been of very limited interest in the tallow market. Prices have been practically unchanged, with but very little interest being shown. The fact is the grease and oil markets other than lard have shown a very restricted movement in price and few of the markets have shown any animation, or even an improving tendency. The best that can be said of the markets is that they are held steadily, waiting developments. There has been a little improvement in choice white tallow, which has gained about $\frac{1}{2}$ c. with somewhat larger interest. The volume of demand for other grades is small and prices have remained unchanged. The requirements do not seem to be pressing at present and soapmakers are buying very sparingly.

The output of tallow is not large, and as the summer advances the amount produced will naturally be affected by the quality of the cattle and the falling off in the summer slaughtering. Reports from abroad show very quiet markets there. There has been quite a little increase in the shipments of Australian tallow, the gain the present year being about 5,000 tons over last year. There has also been quite a large increase in the number of cattle slaughtered in the Argentine and consequently an increase in the supply from that country.

The export demand for tallow continues quiet owing to rather moderate interest abroad and the fact that the low prices for some oils have enabled manufacturers to supply their wants at relatively better prices than they can supply them by the use of tallow. The low price of grease is another factor against the improvement in tallow, and there has been a very slow demand for the better qualities of grease. Naturally the demand for good tallow is somewhat increased by the approaching hot weather and the desire of dealers to have on hand the winter-made product. The supply of tallow on hand does not seem to be heavy, but is apparently ample for all present requirements and there is no interest shown excepting in moderate way to anticipate requirements.

Quotations are: City, 5 $\frac{1}{2}$ c.; spot, country, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c.; steam and kettle, 5 $\frac{1}{2}$ @6 $\frac{1}{2}$ c.; special, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c.; edible, 7 $\frac{1}{2}$ @7 $\frac{1}{2}$ c.

The weekly contracts were on the basis of 5 $\frac{1}{2}$ c.

OLEO STEARINE.—There has been a moderate improvement in the stearine market with somewhat better demand and lighter offerings. Prices dropped the middle of May to a 12c. basis on the sudden effort of some producers to realize on stocks on hand both locally and at the West, but there has been

a better demand since the decline, and prices have slowly worked upward about $\frac{1}{4}$ c., and sales were made Thursday at 12 $\frac{1}{4}$ c.

The buying by compound makers has been on a somewhat better scale. The make of compound lard is quite large and the country is absorbing a good deal of this lard, but the volume of buying does not seem to be sufficient to really make any scarcity of stearine. The stearine prices, however, are high, and but for the high price of pure lard, the high price of stearine and the high price of cottonseed oil, compared with previous years, would seriously affect the demand for the compound lard. As it is the discount of 3c. a pound under pure lard for the compound enables a very large distribution. The market, however, has failed to sympathize with the recent advance in pure lard excepting in a very limited way.

The fact that tallow has remained about stationary has been another factor in the stearine market which has enabled manufacturers to sell product at only a slight advance. There has been a very quiet market for oleo oil and the demand for oleo oil appears to be somewhat restricted both here and abroad.

SEE PAGE 48 FOR FRIDAY'S MARKETS.

COCOANUT OIL.—The market is quiet and steady. Demand is fair. Quotations in New York City for Ceylon, spot, 7@7 $\frac{1}{4}$ c.; do., shipments, 6 $\frac{1}{2}$ @7c.; Cochin, spot, 7@7 $\frac{1}{4}$ c.; do., shipments, 7c.

PALM OIL.—Prices show slight change during the week. The market is fairly steady. Prices in New York are, for prime red, spot, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c.; do., to arrive, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c.; Lagos, spot, 5 $\frac{1}{2}$ c.; do., to arrive, 5 $\frac{1}{2}$ c. Palm kernels, spot, 6 $\frac{1}{2}$ @6 $\frac{1}{2}$ c.; do., shipments, 6 $\frac{1}{2}$ c.

CORN OIL.—The market is firm with other oils. Prices are quoted at 4.95@5.10.

NEATSFOOT OIL.—Prices are steady with a good trade reported. For 20 cold test, 88c.; 30 do., 78@80c.; 40 do., water white, 70@71c.; prime, 55c.; low grade or off yellow, 50c.

LARD OIL.—Prices are very firm with lard. Prime quoted at 85@87c.

OLEO OIL.—The market is steady with very little interest shown. Demand is quiet. Rotterdam reported oleo oil 78 florins. New York quotes at 13 $\frac{1}{4}$ c. for choice, 9 $\frac{1}{2}$ c. for No. 2, and 8 $\frac{1}{2}$ c. for No. 3.

LARD STEARINE.—The market is quiet and a little firmer with lard. Quoted at 12 $\frac{1}{2}$ c.

COTTONSEED STEARINE.—The market is dull and nominal. Quoted at 7c. per lb.

GREASE.—The market is dull with de-

mand slow. Quotations in New York: Yellow, 4 $\frac{1}{2}$ @5 $\frac{1}{2}$ c.; brown, 4 $\frac{1}{4}$ @4 $\frac{1}{2}$ c.; bone, 5 $\frac{1}{4}$ @5 $\frac{1}{2}$ c.; house, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c.; "B" and "A" white, 5 $\frac{1}{2}$ @6 $\frac{1}{2}$ c.

GREASE STEARINE.—Prices are a little firmer with the better tone in other stearine. Quotations: Yellow, 5 $\frac{1}{2}$ @5 $\frac{1}{2}$ c., and white at 6c.

EXPORTS OF HOG PRODUCTS.

(Continued from page 30.)

lbs.; Havana, Cuba, 21,122 lbs.; Iquitos, Peru, 45,398 lbs.; Kingston, W. I., 3,617 lbs.; Koenigsberg, Germany, 32,090 lbs.; Leith, Scotland, 43,597 lbs.; Liverpool, England, 922,200 lbs.; London, England, 732,964 lbs.; La Guana, Venezuela, 1,374 lbs.; Marseilles, France, 31,560 lbs.; Matanzas, Cuba, 69,652 lbs.; Nassau, W. I., 20,610 lbs.; Naples, Italy, 2,750 lbs.; Palermo, Sicily, 15,560 lbs.; Para, Brazil, 7,584 lbs.; Port Limon, C. R., 12,473 lbs.; Port au Prince, W. I., 36,954 lbs.; Ruhrort, 24,805 lbs.; San Domingo, S. D., 25,327 lbs.; Santiago, Cuba, 53,459 lbs.; Southampton, England, 44,000 lbs.; Stettin, Germany, 341,250 lbs.; St. Johns, N. F., 1,900 lbs.; Taranto, Italy, 7,387 lbs.; Trondhjem, 3,150 lbs.; Valencia, Spain, 15,188 lbs.

LARD OIL.—Cape Town, Africa, 1,250 gals.; Rotterdam, Holland, 10 bbls.

PORK.—Barbados, W. I., 36 bbls., 16 tes.; Demerara, British Guiana, 15 tes., 65 bbls.; Iquitos, Peru, 3 bbls.; Kingston, W. I., 75 bbls.; Liverpool, England, 210 bbls.; Matanzas, Cuba, 35 pa.; Nassau, W. I., 52 bbls.; San Domingo, S. D., 8 bbls.; St. Johns, N. F., 77 bbls.

SAUSAGES.—Antwerp, Belgium, 410 pgs.; Colon, Panama, 16 pa.; Genoa, Italy, 50 bx.; Naples, Italy, 25 bx.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, June 2, 1909, were as follows:

BEEF.—Antwerp, Belgium, 125 bbls.; Arendal, Norway, 50 bbls.; Bergen, Norway, 25 bbls.; Bremen, Germany, 86 bbls.; Barbados, W. I., 183 bbls.; Callao, Peru, 23 bbls.; Colon, Panama, 20 bbls., 46,051 lbs.; Cardiff, Wales, 50 tes.; Christiania, Norway, 110 bbls.; Copenhagen, Denmark, 108 bbls.; Demerara, British Guiana, 150 bbls., 10 tes.; Gothenberg, Sweden, 25 bbls.; Glasgow, Scotland, 220 tes.; Hamburg, Germany, 15 tes.; Helsingborg, Sweden, 25 bbls.; Hamburg, Germany, 50 bbls.; Kingston, W. I., 120 bbls., 125 tes.; London, England, 100 tes., 440,933 lbs.; Liverpool, England, 276,593 lbs., 50 tes.,

WELCH, HOLME & CLARK CO.

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Samples and Prices furnished on application

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Nassau, W. I., 38 bbis.; Rotterdam, Holland, 9,389 lbs., 90 bbis.; Southampton, England, 923,908 lbs.; St. Johns, N. F., 820 bbis.; Sundsvall, Sweden, 40 bbis.; Turks Island, W. I., 9 bbis.

OLEO OIL.—Antwerp, Belgium, 100 tcs.; Bremen, Germany, 250 tcs.; Bergen, Norway, 15 tcs.; Constantinople, 25 tcs.; Christiania, Norway, 210 tcs.; Copenhagen, Denmark, 3,615 tcs.; Genoa, Italy, 25 tcs.; Glasgow, Scotland, 275 tcs.; Hamburg, Germany, 945 tcs.; Kolding, Denmark, 100 tcs.; Liverpool, England, 25 tcs.; London, England, 1,520 tcs.; Malmö, Sweden, 70 tcs.; Rotterdam, Holland, 1,190 tcs.; Smyrna, Turkey, 40 tcs.; Stavanger, Norway, 175 tcs.; Stockholm, Sweden, 70 tcs.

OLEOMARGARINE.—Barbados, W. I., 20,700 lbs.; Colon, Panama, 8,400 lbs.; Havana, Cuba, 3,852 lbs.; Port au Prince, W. I., 7,430 lbs.

TALLOW.—Antwerp, Belgium, 33,224 lbs.; Hamburg, Germany, 25 tcs.; Leghorn, Italy, 61,883 lbs.; London, England, 73,123 lbs.; Liverpool, England, 191,869 lbs.; Matanzas, Cuba, 3,857 lbs.; Port au Prince, W. I., 15,269 lbs.

TALLOW OIL.—Rotterdam, Holland, 40 bbis., 25 tcs.

TONGUE.—Antwerp, Belgium, 20 bbis.; Copenhagen, Denmark, 15 bbis.; Liverpool, England, 39 bbis., 355 cs.; Stockholm, Sweden, 15 bbis.

CANNED MEAT.—Alexandria, Egypt, 68 cs.; Antwerp, Belgium, 300 cs.; Amsterdam, Holland, 175 cs.; Arendal, Norway, 50 cs.; Bristol, Eng., 485 cs.; Barbados, W. I., 60 cs.; Bremen, Germany, 100 cs.; Cape Town, Africa, 873 cs.; Colon, Panama, 145 cs.; Catania, Sicily, 40 cs.; Glasgow, Scotland, 567 cs.; Genoa, Italy, 82 cs.; Iquitos, Peru, 197 cs.; La Guaria, Venezuela, 48 cs.; London, England, 525 cs.; Nassau, W. I., 153 cs.; Stockholm, Sweden, 50 cs.

RIVALS IN OUR MUTTON TRADE.

A very important factor in the depression of Great Britain's mutton trade is the large imports of fresh and refrigerator mutton from Holland and Argentina. Not only has the United States export trade suffered but also the British sheep feeder, says the Chicago Live Stock Report. In March 371,366 cwt. of fresh and refrigerator mutton were imported into Great Britain, an increase of 54,142 cwt. over the corresponding month of last year. The large amount of imported fresh-killed mutton indicates that the business has passed the experimental stage, and is one that both the British flockmaster and the United States exporter must take into serious consideration from now on. The total imports into England of fresh-killed, chilled and frozen mutton during the first three months of this year was 1,294,559 cwt., an increase of 340,036 cwt. over the like period of 1908. Of that total 1,266,658 cwt. were frozen carcasses. It can readily be seen from the above-mentioned figures that the fresh continental-killed mutton is greatly altering the character of the British mutton trade.

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

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IN UNITED STATES

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THREE BIG CONVENTIONS.

It used to be that the Inter-State Cotton Seed Crushers' Association convention was pretty much the whole thing in that line among oil men. For a good many years now the Texas State Convention has figured pretty big, and for three years the Georgia State Convention has been a "whopper." This year is no exception, and except in point of aggregate attendance the Texas meeting at Galveston on June 16, 17 and 18 and the Georgia meeting at Atlantic Beach, Fla., on June 14 and 15, will be among the chief events of the crushers' year.

At Galveston the programme will include addresses by many men prominent in the industry, and reports of the effective bureaus of the State body in insurance, legislation, publicity and other matters will be read and discussed. The entertainment at Galveston is always a big attraction, with the salt water bathing and recreation.

At the Georgia meeting the seashore attraction is also prominent, and a dip in the deep is one of the drawing cards. At Atlantic Beach the convention will be addressed by F. E. MacKnight, chief inspector of the Southeastern Underwriters' Association, on "Fire Protection Engineering." This will be a source of much valuable information. The Georgia Commissioner of Agriculture, Mr. T. G. Hudson, and the State chemist, Mr. R. G. Stallings, are also on the programme. In addition there are several others equally as good.

The South Carolina Association is another of the hustling State associations. Its meeting this year will be held at Charleston, S. C., on June 16 and 17, and arrangements have been made by President J. J. Lawton, of Hartsville, for a programme of great value, including several addresses by prominent men. The local committee is also arranging an elaborate entertainment programme.

COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Asprey & Co.)

New York, June 3.—Tenders of about 7,000 bbls. of June oil caused a heavy slump in the value of prompt oil, and some liquidation of July contracts helped the decline along, whereas crude oil remained unchanged around \$4.67. In the meantime lard, provisions and other fats have advanced materially and vegetable oils in Europe of all descriptions seem to show a great deal more strength and advancing tendency. Both refiners and packers are anxious buyers of crude at last week's prices, notwithstanding the decline on refined oil, and it therefore seems to us as if a further decline in refined oil would hardly be possible. The export demand has at the lower level increased to some extent, especially for the high grades of oil. We quote to-day as follows: Prime winter yellow cottonseed oil, June, \$5.72; July, \$5.79; August, \$5.90; September, \$6.01; October, \$6.01; November, \$5.74; December, \$5.59. We further quote: Prime winter yellow cottonseed oil, \$6.10; prime summer white cottonseed oil, \$6.15; good off summer yellow cottonseed oil, \$5.65; off summer yellow cottonseed oil, \$5.60. Hull quotation of English cottonseed oil, 23s. 10½d.

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COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association.

Market Dull and Heavy—Further Pressure Developing in Near Positions—Some Evidence of Liquidation—Stocks Large—Year's Production 146,789,880 Gallons.

While the lard market has been showing pronounced strength and activity, the oil market has been dull and heavy, with prices slowly working down under the influence of liquidation in the near positions and some apprehension as to the possible deliveries on the July contracts. The long interest which has been concentrated in July, after having been turned over several times for a number of months, hangs over the market, and the trade is somewhat apprehensive that there will be pressure of this oil on the market, unless it can be turned into September.

The influences bearing on the situation this week have been on the one hand the pronounced strength of lard, and the natural effect of such strength in stimulating interest in the market and inducing speculative buying. There has also been some disposition to buy on crop damage complaints from the middle Mississippi sections.

On the other hand, the demand for oil has been very slow for export, and Europe does not develop the slightest interest in the market. There has been no change for the better in competing oils or greases excepting lard, and this has told against the domestic demand for oil. Prices are above an export parity at present, while the domestic demand other than for refining appears to be satisfied by competing products. Soapmakers are not showing any breadth of interest, and are

satisfying current requirements very largely with cheaper oils or greases.

This has left the demand for oil largely supported by the compound lard trade. This trade is good, but does not develop as much volume as hoped for. The fact that the discounts of the compound is fully 3 to 3½c. under pure lard would, on the face of it, apparently mean a large consumption of compound. While this is the case the consumption does not increase in the way that was hoped for.

It is also claimed that there is quite a large stock of oil in the local market awaiting delivery on July contracts. The local warehouses which handle oil are well filled and the refining plants also are reported to have good stocks on hand. While good stocks are needed to supply the trade during the next four months and possibly five, the stocks are apparently more than are needed at present and the speculative trade has apparently carried the market away from the consuming trade. There appears to be little doubt but that the oil will all be wanted before the season is over, but it takes time to develop this condition.

The Census Bureau official report of the oil output for the past season was published this week and makes a very interesting showing. The total out-turn is given at 146,789,880 gallons, compared with 103,049,820 gallons last year. With the exception of the out-turn from the 1906 crop, which was 175,724,840 gallons, the supply this season has been the largest on record. The official figures are less than the trade has been ex-

pecting. Trade estimates have pointed to a product of over 150,000,000 gallons and possibly as large as the out-turn of two years ago.

The crop of seed was given at 5,903,838 tons, against 4,952,402 tons the preceding year and 5,912,648 tons two years ago. The amount of seed crushed was heavy, the total being 3,669,747 tons, against 2,564,873 tons last year. The seed crop this season, while nearly equal to the seed crop of two years ago, was considerably less than the seed crop from the cotton crop of 1904, which amounted to 6,426,698 tons.

The situation of the market is a very interesting one and yet at present it does not result in any movement of values at all satisfactory to the bullish theories. The demand for oil, particularly from Europe, has not been so heavy this year as the trade expected at the opening of the season. With the immense shortage in the European olive crop it was predicted that there would be an enormous demand for cottonseed oil to make good the deficit. There has been some increase, but the increase has been comparatively small. The present demand for Europe appears to be anything but satisfactory. What appears to have happened is that the high prices have simply curtailed the foreign interest in the market.

With the production of oil this season of about 800,000 barrels more than last year, the exports so far this season have been barely 100,000 barrels more than a year ago, so that the domestic trade has had to assimilate 700,000 barrels more than a year

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COTTON SEED OIL

SNOWFLAKE—Choice Summer White Deodorized Oil

WHITE DAISY—Prime Summer White Deodorized Oil

DELMONICO—Choice Summer Yellow Oil

APEX—Prime Summer Yellow Oil

BUTTERCUP—Deodorized Summer Yellow Oil

NONPAREIL—Choice Winter Yellow Salad Oil

ECLIPSE—Choice Butter Oil

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ago. To what extent this has been done it is as yet difficult to state. There certainly has been a large distribution of oil, but the trade conditions have hampered the demand for certain purposes, which frequently absorbed large quantities of oil, leaving the increase in the consumption of compound to take care of a good portion of the increased product.

The prospects for the new cotton crop are not as yet becoming an important factor in the cotton oil market, but as the season advances these conditions will more and more come to the front, particularly as a factor in the new crop deliveries.

The crop report of the Journal of Commerce showed a condition of cotton of 82.1 against 79 last year, with the area 32,207,000 acres or 3.5 per cent. under last year. The Chronicle makes the area 1.05 per cent. larger than last year and the total 33,862,406 acres. The average of four private reports issued this week is 82.1 for condition.

Closing, Saturday, May 29: Spot, \$5.70@5.75; June, \$5.70@5.75; July, \$5.80@5.82; August, \$5.90@5.92; September, \$5.99@6.01; October, \$6@6.01; November, \$5.73@5.75; December, \$5.60@5.61; January, \$5.47@5.50; good off, \$5.60@5.61; off, \$5.02@5.69; winter, \$5.80@6.20; summer white, \$5.80@6.20. Sales: June, 100 at \$5.76; July, 500 at \$5.80; August, 100 at \$5.92; September, 300 at \$5.99@6.01; October, 200 at \$6.01; November, 100 at \$5.74; December, 100 at \$5.60. Total sales, 1,400. Market closed dull, 5 decline to 6 advance. Prime crude, \$4.80.

Closing, Tuesday, June 1: Spot, \$5.70@5.73; June, \$5.70@5.73; July, \$5.81@5.82; August, \$5.90@5.98; September, \$6.03@6.04; October, \$6.01@6.05; November, \$5.77@5.79; December, \$5.59@5.60; January, \$5.47@5.51; good off, \$5.55@5.75; off, \$5.55@5.75; winter, \$6@6.14; summer white, \$6@6.20. Sales: July, 1,800 at \$5.80; September, 600 at \$6.02 @6.03; October, 200 at \$6.02; November, 1,000 at \$5.75@5.80; December, 1,100 at \$5.60@5.75. Total sales, 4,700. Market closed steady, 1 decline to 4 advance. Prime crude, \$4.67@4.73.

Closing, Wednesday, June 2: Spot, \$5.71@5.72; June, \$5.71@5.72; July, \$5.77@5.79; August, \$5.89@5.92; September, \$5.98@6; October, \$5.99@6; November, \$5.73@5.74; December, \$5.56@5.59; January, \$5.40@5.50; good off, \$5.50@5.68; off, \$5.50@5.65; July winter, \$6.05@6.11; summer white, \$6.05@6.10. Sales: July, 3,100 at \$5.78@5.80; September, 1,400 at \$6.01@6.02; October, 200 at \$5.99; November, 1,300 at \$5.73@5.76; December, 100 at \$5.60. Total sales, 6,100. Market closed dull, 7 decline to 1 advance. Prime crude, \$4.67.

Closing, Thursday, June 3: Spot, \$5.67@5.75; June, \$5.68@5.75; July, \$5.78@5.79; August, \$5.87@5.94; September, \$6.01@6.02;

October, \$6@6.01; November, \$5.74@5.75; December, \$5.56@5.60; January, \$5.45@5.50; good off, \$5.60@5.75; off, \$5.62@5.72; winter, \$6@6.15; summer, \$6.05@6.20. Sales: July, 600 at \$5.78@5.79; August, 100 at \$6; September, 200 at \$5.99@6; October, 600 at \$5.99@6; November, 100 at \$5.74; December, 100 at \$5.58. Total sales, 1,700. Market closed steady, 3 decline to 5 advance. Prime crude,

SEE PAGE 48 FOR FRIDAY'S MARKETS.

COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to June 2, 1908, and for the period since Sept. 1, 1908, and for the same period of 1907-8 were as follows:

From New York.

Port.	For Week.	Since Sept. 1, 1908.	Same Period 1907-8.
	Bbls.	Bbls.	Bbls.
Aalesund, Norway	—	50	23
Aberdeen, Scotland	—	125	180
Acajutla, Salvador	—	62	21
Acapulco, Mexico	—	16	—
Adelaide, Australia	—	4	—
Alexandria, Egypt	2,570	8,652	—
Algiers, Algeria	6,291	7,031	—
Algion Bay, Cape Colony	442	55	—
Amapola, Honduras	32	—	—
Amsterdam, Holland	50	—	—
Ancona, Italy	4,120	—	—
Antigua, West Indies	51	36	—
Antofagasta, Chile	—	143	—
Antwerp, Belgium	2,435	5,663	—
Asuncion, Venezuela	16	7	—
Auckland, New Zealand	138	394	—
Azua, West Indies	102	—	—
Bahia, Brazil	—	93	—
Barbados, West Indies	26	908	1,111
Barcelona, Spain	47	47	—
Barl, Italy	—	200	—
Beira, E. Africa	22	—	—
Beirut, Syria	366	163	—
Belfast, Ireland	95	125	—
Bellize, Br. Honduras	124	—	—
Bergen, Norway	625	740	—
Bisceglie, Italy	75	—	—
Bissao, Portuguese Guiana	5	5	—
Bone, Algeria	—	1,050	—
Bordeaux, France	—	2,656	4,481
Bourla, Roumania	—	956	75
Bremen, Germany	—	405	1,024
Bremerhaven, Germany	—	—	50
Bridgetown, West Indies	—	60	—
Brisbane, Australia	—	10	—
Bristol, England	—	75	135
Buenos Aires, Argentine Rep.	143	9,275	7,700
Bukharest, Roumania	—	125	80
Calabria, Cuba	—	6	11
Cairo, Egypt	—	437	—
Callao, Peru	10	23	84
Calcutta, India	—	236	4
Cambridge, Mexico	—	—	34
Cape Town, Cape Colony	114	1,186	1,755
Cardenas, Cuba	—	6	11
Cardiff, Wales	—	35	—
Cartagena, Colombia	—	7	—
Carupano, Venezuela	—	26	—
Cayenne, French Guiana	—	376	476
Cebu, Honduras	—	—	113
Christiania, Norway	100	1,402	2,835
Christiansand, Norway	—	105	175
Clenfugos, Cuba	—	395	101
Cludad Bolivar, Venezuela	—	124	209
Colon, Panama	12	1,063	938
Conakry, Africa	—	—	5
Constantinople, Turkey	50	29,745	6,850
Copenhagen, Denmark	—	1,709	951
Corinto, Nicaragua	—	60	91
Cork, Ireland	—	—	260
Cristobal, Panama	—	6	118
Curacao, Leeward Islands	—	14	24
Dakar, W. Africa	—	—	20
Dantzic, Germany	—	330	1,275
Dedeagatch, Turkey	—	1,798	75
Delagoa Bay, East Africa	40	203	119
Demerara, British Guiana	62	2,100	1,840
Drontheim, Norway	—	275	125
Dublin, Ireland	317	2,851	800
Dundee, Scotland	—	25	100
Dunedin, New Zealand	—	14	—
Dunkirk, France	—	190	1,810
East London, Cape Colony	—	184	—
Fiume, Austria	—	225	50
Forte de France, West Indies	—	—	331
Fredericksdal, Norway	—	—	55
Fremantle, Australia	—	—	23
Galatz, Roumania	—	6,481	3,061
Genoa, Italy	1,143	45,458	11,752
Georgetown, British Guiana	—	10	232
Gibara, Cuba	—	7	20
Gibraltar, Spain	—	385	250
Glasgow, Scotland	—	3,385	12,643
Gothenberg, Sweden	—	600	299
Grenada, West Indies	—	11	72
Guadeloupe, West Indies	—	1,909	3,771
Guantanamo, Cuba	—	127	20
Hallifax, Nova Scotia	—	24	—
Hamburg, Germany	—	10,927	9,284
Hango, Russia	—	20	—
Havana, Cuba	6	1,629	817
Havre, France	—	11,232	26,502
Helsingfors, Finland	—	20	40

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Boreas, Prime Winter Yellow
Venus, Prime Summer White

Marigold Cooking Oil
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Cotton Seed Oil

FUTURE DELIVERY

Write to us for particulars. Will wire you the daily closing prices upon request.

From Norfolk.			
Glasgow, Scotland	1,275	—	—
Hamburg, Germany	575	—	—
Liverpool, England	875	—	—
London, England	400	—	—
Rotterdam, Holland	3,125	—	—
Total	6,300	—	—

From All Other Ports.			
Canada	17,773	16,440	—
Liverpool, England	20	—	—
Mexico (including overland)	93,522	64,560	—
Rotterdam, Holland	2,825	—	—
Total	1,158	114,440	81,000

Recapitulation.			
From New York	4,183	402,493	386,078
From New Orleans	2,349	235,272	206,614
From Galveston	—	33,191	29,943
From Baltimore	350	3,020	7,110
From Philadelphia	—	968	1,081
From Savannah	3,020	56,296	57,075
From Newport News	—	10,950	262
From Norfolk	—	6,300	—
From all other ports	1,158	114,440	81,000
Total	11,060	862,930	766,163

CABLE MARKETS

Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, June 4.—Market is gradually firming up. Sales of butter oil at 36 florins; white oil, 33 florins; prime summer yellow, 33 florins; off oil, 32 florins.

Antwerp.

(By Cable to The National Provisioner.)

Antwerp, June 4.—Cotton oil market is steady at 66½ francs for off oil.

Marseilles.

(By Cable to The National Provisioner.)

Marseilles, June 4.—Cottonseed oil is offered sparingly. Prices are higher as result of a better demand. Quote prime summer yellow, 69 francs; winter oil, 73 francs.

Hamburg.

(By Cable to The National Provisioner.)

Hamburg, June 4.—Cotton oil is quiet and steady. Sales off oil, 54½ marks; prime summer yellow, 55½ marks; butter oil and white oil, 59 marks.

Liverpool.

(By Cable to The National Provisioner.)

Liverpool, June 4.—Market quiet and easy. Sales of prime summer yellow, 26¾ s.; off summer yellow, 26s.; white and butter oil, 29s.

SOUTHERN MARKETS

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., June 3.—Crude oil, prompt and September deliveries, 35c. Meal, f. o. b. mills. Hulls, \$6.50, Atlanta, loose.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., June 3.—Cottonseed oil market dull; prime crude nominally 36½ c.; nothing offering. Prime eight per cent. meal very scarce, nominally 28. Hulls, no offerings, nominally 87 loose.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., June 3.—Crude oil nominal at 34½ c. bid; refined oil is dull. Crop is deteriorating on account of heavy rains and will be further delayed about fifteen days. Meal is firm at \$30, short ton, New Orleans. Hulls, higher, \$8.75 loose, New Orleans.

Look over the titles of text-books offered on The National Provisioner's special lists and see if there isn't something there you need. Special prices to our patrons on application to The National Provisioner, 116 Nassau street, New York City.

COTTON SEED PRODUCTS AT MARSEILLES

By Julien L. Brode, Special Agent U. S. Bureau of Manufactures

Marseilles is the leading vegetable oil centre of the world. The first mill for crushing oil was started here in 1817, and since that time the industry has grown wonderfully. There are now 45 mills, crushing annually about 465,000 tons of seed. In Marseilles cotton seed was being crushed when it was thrown away in America. Later a market was found at Marseilles for American crude oil and subsequently for refined oil.

Peanuts, sesame, copra, linseed, cotton seed, colzas, poppy seeds and castor seeds are crushed in Marseilles. In addition to the product of the mills, considerable oil is shipped here. In this market about 400,000 barrels of live oil and about 150,000 barrels of cottonseed oil are bonded annually. France ranks next to the Netherlands in being America's best cottonseed oil customer, taking about one-fifth of the entire exportation of this product, and yet it is almost impossible to buy in the shops pure cottonseed oil put up in small packages. Most of the cottonseed oil is mixed with other oils—olive, peanut and sesame—and sold as "table oil."

Oils Which Compete With Cotton Oil.

Olive oil, arachide or peanut oil, and sesame oil are the oils most used in competition with cottonseed oil. Olive oil is in a class by itself. Good, edible grades of other oils, sold at the same price as cottonseed oil, are bought in preference to the latter in the majority of cases. The people are more familiar with them. Cottonseed oil, however, has a prettier color—not so white—and does not turn rancid nearly so quickly as peanut or sesame oil. This brings cottonseed oil into demand with the mixers, who require an oil of stability, and its attractive color also makes the blend better. For the table the people do not like pure white oils.

In order that an idea may be had of the present conditions, stocks, and probable future demand here for oil, the following statistics have been compiled from port records, average estimates of leading merchants, information given by men posted on the situation, and data collected from various sources.

Olive Oil Prices and Holdings.

The present stock at Marseilles (May 1) is estimated at 3,000 tons, or 15,000 barrels. One ton of oil equals about 5 barrels of 53 gallons each. The stock this time last year was 12,000 tons, or 60,000 barrels.

The wholesale prices for edible qualities at the present time and at the corresponding time a year ago are compared in the following table:

Qualities.	Present prices.		Prices a year ago.	
	Naked,	Aver. per	Naked,	Aver. per
	per 100	gallon	per 100	gallon
Choice	\$38.60-\$38.70	1.35	\$24.12-\$25.00	\$0.84
Second	36.67-38.60	1.21	22.19-23.16	.77
Third	30.88-32.31	1.00	20.29-21.23	.70

It is estimated that the total olive crop is about 1,750,000 barrels short. France has had a fairly good crop; Marseilles is short about 200,000 barrels. Most of the stock on hand now is second and third grades. The choice grade is very scarce. The stocks are not collected in few hands but are scattered and in strong hands, as each dealer realizes when his present stock is exhausted it will be hard to replenish. Therefore he intends to obtain

the highest possible price. The writer went through one of the largest olive oil plants here. The owner said he would be entirely out of stock within 60 days.

Effect of French Pure Food Law.

The present price is very high, but inasmuch as new olive oil will not come on the market until December, and as the salad, vegetable and fishing season is now on, bringing with it an increased demand, it is hardly probable that a decline will take place. Again, the French pure food law, which has been in effect for about a year and is very strict, is having its effect on the market of this product. Mixed oil sold formerly as olive oil, but is not so sold now. This further curtails the supply and confines the demand more directly to the best grades of olive oil. It is thought that the decreased consumption, on account of high prices, will hardly restrict, to any appreciable extent, the sale of olive oil at present prices, but that the remaining stocks of olive oil will be gradually worked off at prevailing prices before the new crop comes in.

Owing to the new conditions it is thought that the new crop oil will come on the market at high prices, even though it be a big crop. The supply is naturally limited, and it will take some time to raise a sufficient number of new trees to offset the increased demand for pure olive oil caused by pure food laws. More olive oil has been on the market in the past than was produced from olives. We may consider olive oil in a class by itself and a luxury, and not a competitor of cottonseed oil.

Increased Output of Peanut Oil.

The seed of arachide, or peanut oil, comes mostly from the West Coast of Africa, where there is a fine crop this season. In oil equivalent the increase over last year is estimated at 70,000 barrels. Marseilles will get about 75 per cent. of this seed. India ships a considerable quantity of arachides into Marseilles, but this seed does not make edible oil. Some samples of arachides from China were shown the writer. They were much larger and seemed to be of a superior quality when compared with the nuts from West Africa and India. The seed begins to arrive in January, and the bulk of it is marketed in five months, but some comes in as late as November. The heavy movement is now on.

Imports at Marseilles for the four months ended April 30 were 88,470 tons of seed, which, calculating product in oil at 30 per cent., would give 26,541 tons of oil. For the corresponding period of 1908 the imports were 59,496 tons of seed, and the oil product 17,848 tons. The surplus for the 1909 period was 8,693 tons of oil, equal to about 43,465 barrels.

It is estimated that between now and the new crop next January there will arrive here about 50,000 tons seed, or 15,000 tons of oil, equal to 75,000 barrels. Last year's (1908) edible importation was 102,188 tons seed, or 30,656 tons oil. This year's importation is estimated to be 138,470 tons seed, or 41,541 tons oil. Estimated surplus this year over last, 10,882 tons oil, or 54,410 barrels, for Marseilles.

Prices and Market Conditions.

The wholesale prices for edible arachide oil at the present time and at the corresponding time a year ago are compared in the following table:

Qualities.	Present prices.		Prices a year ago.	
	Naked,	Aver. per	Naked,	Aver. per
	per 100	gallon	per 100	gallon
1st (Rufisque)	\$14.47	.49	\$18.91-\$19.30	\$0.65
2d (Gambia)	13.51	.46	17.57-18.33	.62
3d (various)	13.12	.44	16.40-17.37	.59

Arachide oil is the chief competitor here of cottonseed oil, and so long as it can be had more cheaply than cottonseed oil the latter will be little in demand. The market for edible arachide oil must be taken as a gage in the local market for cottonseed oil.

The market is steady. It is thought that the weakest months have been passed and that the demand will grow from now on, as more oil is used in spring and summer. Olive oil is very high, and as cottonseed oil is held relatively higher than arachide oil and American sellers are holding cottonseed oil firm, the chances are that higher levels will be seen for arachide oil. Last year at this time, under circumstances not so favorable, much higher prices were obtained for arachide oil. The mills are evidently sold ahead, since they are not pressing their offerings on the market. They are not anxious to sell at present prices.

If cottonseed oil declines to the level of present arachide oil prices, this will be the weakest feature in the arachide market. The arachide oil market has not yet recovered last fall's decline, when reports of large peanut and cotton seed crops came out. However, the margin for crushing at present value is considered good, and perhaps the crushers could lower their prices even should seed not decline. Marseilles is shipping to Italy and other countries considerable arachide oil. The key to the cottonseed oil situation in Marseilles is the market for arachide oil, and its advance or decline will indicate what can be expected of the demand for cottonseed oil. At the same price, and at times even at higher price, arachide oil is in better demand than cottonseed oil. There is a present difference of \$2.12 per 220 pounds, or 7 cents per gallon, in favor of arachide oil, between cheapest edible grade in comparison with prime summer yellow. Rufisque and Gambia compete more with prime winter yellow and prime winter white. The difference between the best grade of arachide oil (Rufisque) and prime summer yellow is about 14 cents per gallon.

Sesame Oil.

Sesame oil comes from the Levant countries and India, China and Africa. The new crop begins to arrive about November. The imports of seed for the six months ended April 30, 1909, were 36,301 tons at 44 per cent. oil. This equals 15,972 tons of oil, or 79,860 barrels. In the corresponding period of the preceding year 25,090 tons of seed, or 11,039 tons of oil, equal to 55,195 barrels, were imported. The surplus to date of the 1908-9 crop over that of 1907-8 is 4,933 tons of oil, equal to 24,665 barrels. The estimated arrivals from now to the end of the season are placed at 12,000 tons of seed, equal to 5,280 tons of oil, or 26,400 barrels. The estimated surplus of this year's crop over last year's is 5,628 tons of oil, or 28,140 barrels.

The wholesale prices at the present time and at the corresponding time a year ago are compared in the following table:

Qualities,	Present prices.		Prices a year ago.	
	Naked.	Aver. per per 100 kilos.	Naked.	Aver. per per 100 kilos.
1st (Jaffa)	\$16.50	\$0.36	\$20.84	\$0.71
2d (Karachi)	15.44	.32	18.72	.64
3d (Bombay white or China)	13.89	.47	17.75	.61

Sesame is a strong competitor of cottonseed oil, competing chiefly with winter white on account of its color and low congealing point. Sesame oil is generally preferred to cottonseed oil even at several points over the latter. It is delicate in flavor and is used largely for mixing purposes. It is also used in its natural state for all edible and cooking purposes. The present market is quiet, crushers not forcing this product on the market. The seed market is firm and advancing. The price now asked for Bombay or China qualities is \$6.56 per 220 pounds, or \$65.62 per ton of 1,000 kilos (2,200 pounds) delivered quay in bulk, while \$57.90 per ton of 1,000 kilos is bid.

English Cottonseed Oil.

English cottonseed oil stocks are nominal. The present prices (May 1) per 220 pounds, are: Butter oil, not as good as American

prime summer yellow, \$12.93, c. i. f., Marseilles; refined edible, \$12.54 per 220 pounds — both less 1 per cent. duty (\$1.15 per 220 pounds) not included. These grades are not to be compared with American cottonseed oils, and are purchased when much cheaper than the latter. The taste is poor and the color off. Some buyers who cater to inferior, cheap trade buy this grade and mix it with other oils. Not much is bought here except during unusual seasons.

American Cottonseed Oil.

Present stocks of American cottonseed oil (May 1) are thought to be light; some estimate 10,000 barrels against an average stock of 20,000 to 30,000 barrels. It is difficult to ascertain whether or not the oil in holders' hands is sold for later distribution. What oil is unsold, it is thought, will not be sufficient to supply this market for any length of time. Very little oil is reported to be coming forward, and recent arrivals have been insignificant. The March shipment of prime summer yellow from New Orleans is on the way and about 4,000 barrels of prime yellow are expected at the end of May.

The wholesale prices per 100 kilos c. i. f. Marseilles at the present time and at the corresponding time a year ago follow:

Present prices:

Prime summer yellow:

May and June shipments	... \$13.51—\$13.89
July to September	... 14.08—14.28
July to September (small quantities)	... 13.51

Prime winter yellow:

May to June (no buyers)	... 14.28—14.47
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Prime summer white:

June and July	... 14.08
August and September	... 14.28—14.47

Prices a year ago:

Prime summer yellow:	
April	... 11.96
May	... 12.45
Prime winter yellow:	
April	... 12.83
May	... 13.51

The stocks unused at this time last year are estimated at 20,000 barrels, while the stocks unsold now on hand are estimated at 10,000 barrels. All stocks are very light.

The most popular grade is prime summer yellow. The spot prices c. i. f. Marseilles per 100 kilos are: Prime summer yellow, \$12.54; prime winter yellow, good brands, \$14.08 to \$14.28; prime winter yellow, inferior brands, \$13.51. The duty of \$1.15 per 220 pounds is not included.

When the difference between prime summer yellow and winter yellow is more than 77 cents per 220 pounds, the former is bought, the margarine taken out, and the oil converted to winter yellow. It is estimated that 75 per cent. of the summer yellow received here is so treated. This is profitable, as sometimes the difference between the two oils is \$1.93 to \$2.31 per 220 pounds. The cost of filtering is about 67 cents per 220 pounds; a good price is also realized for the margarine extracted.

As a rule, cottonseed oil does not command a premium over arachide oil except in a few districts where cottonseed oil is demanded. Later in the summer, when arachide oil becomes rancid (it can not be kept long), a better demand for cottonseed oil is expected.

Advice to Shippers.

It is recommended that refiners in America who have representatives here send them booklets on cottonseed oil, describing its pure, wholesome qualities, reciting its recommendation by leading chemists, and giving recipes for articles of foods, etc., that can be made with it. These booklets should be translated into French and given to the jobbers of the various brands, to be distributed through the retailers to the people. By educating the people to its fine qualities, a demand for cottonseed oil, as such, will be created. In none of the retail stores could be found packages of cottonseed oil so branded. Some of the dealers had never seen it, and asked for

names of jobbers from whom they could buy some. They sell "table oil," which is a mixture of cottonseed oil and olive oil, or arachide oil and olive oil, or arachide oil and cottonseed oil. The people prefer a yellow golden oil to the whitish arachide or sesame oils which are mixed with either cottonseed oil or olive oil before being sold to consumers.

France imports more olive oil than she raises, and owing to the stringent pure food law now in force the edible grades of pure olive oil will be out of the reach of the poorer classes, who are turning to substitutes. It is the psychological moment to bring to the attention of the masses the many desirable qualities of cottonseed oil. An attempt to introduce cottonseed oil to the consumers here was tried some years ago without success, but conditions are different now. Some of the jobbers have expressed their willingness to bear the expense of translating into French, publishing and distributing the booklets on cottonseed oil, and will put up cottonseed oil in packages of desirable size for retailers to handle. A number of rumors have been spread here that cottonseed oil is injurious to the abdominal tissues. Just at this time, when an increase in tariff on cottonseed oil is under discussion, such insinuations may have weight. Dealers in cottonseed oil here are anxious to have at their disposal good printed matter explaining the nature and merits of cottonseed oil; names of merchants who desire such literature have been sent to the Bureau of Manufactures.

Complaints by Importers.

There are some few complaints of "overtare" on the weights of some of the barrels arriving here, and two complaints were received of a possible adulteration of winter yellow oil with corn oil. The dealers making these complaints stated that the oil in question was much more fluid than the usual run of winter yellow, and by chemical test showed considerable difference in specific gravity. However, the majority stated that they were entirely satisfied with their dealings with American firms. They stated that what claims they had presented were paid promptly.

It is reported that some unscrupulous dealers here have refilled with mixed oil empty barrels branded with popular brands, and that they sell the oil under the original brand. There is no way to get statistics on this, but if the American shippers would put their seal on the bunghole of each barrel it should prevent this.

Empty barrels branded with popular brands have a market value higher than empty barrels with brands not so popular. There is only one explanation for this, and steps should be taken to stop this illegal practice, which is harmful to the good names American manufacturers have built up for their brands.

The receipts of cottonseed oil at Marseilles for the six months ended April 30, 1908 and 1909, respectively, were as follows: American, 123,289 and 58,756 barrels; English, 22,279 and 8,000 barrels; total, 145,568 and 66,756 barrels.

The figures show a shortage for this season of 78,812 barrels, which is due to high prices of cottonseed oil as compared with arachide oil. However, statistics show that, estimating from the average for the last four years, there are 625,000 barrels of edible oil used in France annually, and of this cottonseed oil supplied 25 per cent.

The following table shows the number of barrels of cottonseed oil imported into Marseilles, and prices in bond for 100 kilos (220 pounds) in the four years stated:

From	Un. States.	England.	American.	English.
	Barrels.	Barrels.	Barrels.	Barrels.
1904	74,692	5,112	89,95	\$9.48
1905	175,695	404	8,85	8.22
1906	96,571	28,568	12,32	11.28
1907	85,521	40,356	15.67	14.05

To obtain price per barrel from price of loose (or naked) oil add 4 francs per 100 kilos (77 cents per 220 pounds) to cover cost of barrel.

HIDES AND SKINS

(Daily Hide and Leather Market)

Chicago.

PACKER HIDES.—There continues to be scattering sales made but there is no special activity. Some offerings of branded hides that run back are coming out and in some cases the packers are receiving good prices for these. Late May native steers are being held at 16½c., or ¼c. less to include some June salting. The best price so far obtained for natives has been 16½c., although there have been rumors now and then of a car or so selling at a higher figure, but in such instances special inducements were made. All-weight Texas steers continue quotable on the basis of 16½c. for heavy weights. One packer is holding June take-off at ¼c. higher, but the best figures so far obtained have been 16½c. for heavy, 15½c. for light and 14½c. for extremes. This packer also holds June butt brands at 15½c. April and May butt brands recently sold at 15½c. One car of Colorados running back to January in take-off sold at 15½c., which price has also ruled on late salting. The receipts of cattle this week appear to be keeping up fully as large as looked for, and the effect of the grass-fed cattle on the market is being felt as the packers are willing to pay much higher figures in proportion for dry-fed stock than they are for cattle that are green from grass. There are a few May branded cows being offered from the Missouri River that run from January to date in salting. Late take-off are held in Chicago at 14½c. Packers' views are firm on native cows and these are about as strong as any variety on the list. June lightweights are now offered at 15c. with a single car of July sold ahead at this figure, as noted yesterday. June heavyweights are offered up to 15½c. Native bulls are quoted at 13c. and branded bulls on a range of 12@12½c.

Later wire.—One packer sold three cars of Kansas City May native steers at 16½c. Country buffs are being held at 13½c. as they run for seconds, for late receipts.

COUNTRY HIDES.—The tanners are hoping that the leather business will continue good and are holding prices firm. The hide market keeps firm on a basis of 13½c. for late receipts of buffs and heavy cows and some lots including over 50 per cent. No. 2 hides are held at this figure. There is not much trading reported and it looks as though 13c. as a price for some lots was past and the market is relatively firmer, due to the improving quality of the late arrivals coming in. The dealers were willing to sell a few cars the forepart of the week at 13½c. and limit the percentage of seconds to 25 to 30 per cent., as they claim they can get 12½c. for No. 2 hides alone that will run a

good proportion medium and short-haired. The hide dealers at outside points are pretty well sold up and are in a position to ask fairly firm prices. Extremes are ranged at 13½@14c., as to quality and percentage of seconds. Heavy steers are still quoted around 13½@14c., despite the higher market prevailing for those in the East. Heavy bulls are reported held at 11½@11½c., which prices are also out of proportion to the market for Eastern bulls. Some parties are of the opinion that these quotations largely emanate from an Eastern buyer. Branded hides are held at 11½c. flat for miscellaneous collections and 12½@13c. flat for small packers and large butchers, all bundle condition.

Additional—Country hides. Dealers in Chicago are well sold up, but are not talking strong prices, as they have got to buy cheap until they can get into the short-haired season and past all signs of grubs, which will not be until after the middle of next month.

DRY HIDES.—Short trim are quoted at 21@22c.

HORSE HIDES.—A carload of mostly countries sold at \$3.80. Cities are held at \$3.25.

CALFSKINS.—Chicago cities continue to be held at 18@18½c. There are small supplies, but prices are considered high and tanners are waiting for a more active leather market at the advance before operating. Outside cities are held at 17½@17½c., and countries at 16½@16½c., with some choice skins held up to 17c. A car of countries and outside cities mixed brought 17½c. One car of mostly long-haired kip sold at 13c., rejecting mitten stock.

SHEEPSKINS.—One packer sold 5,000 Kansas City shearlings and secured 72½c. These skins were mostly stock on hand. The same packer reports declining a bid of 75c. for 10,000 shearlings ahead at Omaha.

Later wire.—One packer who has been selling freely of late in native cows, etc., sold six cars of native bulls, probably June, July and August salting ahead at 13½c.

New York.

DRY HIDES.—The common hide situation is getting mixed. It develops about 1,800 Bogotas, etc., sold this week at 22½c., duty paid, for mountains showing no decline on these, although Puerto Cabellas, etc., last sold at a break of ¼c. Some local importers quote Buenos Ayres at 19½@19¾c., and Montevideos at 20½@20¾c.

CITY PACKER HIDES.—The sale of June native steers in addition to the Mays at 16½c., is confirmed. Two cars of packer take-off native steers from a Pennsylvania point, 85 per cent. stuck throat, late Aprils and Mays, mostly May salting, sold at 16½c.

COUNTRY HIDES AND CALFSKINS.—The hide market is strong. Nearby cows in straight car lots are not obtainable under 12½@13c. flat, and a car out of first salt, 75 per cent. No. 1, all short-haired, sold at a shade under 13c. flat. An offering noted

yesterday of nearby buffs, 25 lbs. and up, at 13½c. selected, was 700 to 800 instead of 7,000 to 8,000, which was a typographical error. A bid at 14c. was refused Friday for country heavy steers with 14½c. asked. A car of large butcher take-off Pennsylvania heavy steers sold at 15½c. selected. Calf-skins keep strong with late sales of New York Cities at \$1.55, \$2 and \$2.25, while some skins are possibly obtainable at 5c. apiece less. Countries range at \$1.35@1.40, \$1.75@1.80 and \$1.95@2.

EUROPEAN MARKETS.—All foreign markets on calfskins keep excited. Offerings are very small of high-class German dry skins. Mail advices have quoted Lausitz and Hartz skins in the neighborhood of 54@55c. e. i. f. New York, with usual terms for shrinkage, etc. At those prices tanners are holding off and would favor lighter stock, such as Courlands. Good Polish dry skins with heads are quoted from one source around 49c. One party holds Swedish wet salted calf on spot, 6½ lbs. average, at \$1.45.

Boston.

Some shippers will not sell under 14c. for buffs with others asking 13½c. Extremes of good quality are held at 14½c., with bids at 14½c. refused.

MIDWEEK PROVISION REVIEW.

(Special Letter to The National Provisioner from L. J. Schwabacher & Co.)

Chicago, June 2.—When lard reaches \$11.25 during the month of June it is on debatable ground, particularly if this price has been made by the laws of supply and demand, of production and consumption and without manipulation. During the summer months lard is not used heavily and the export trade is at the low point for the year. Until September is reached, Europe is ready to buy only what it needs to supply its immediate demands and at famine prices these demands are small. They would rather take the chance of paying more in the fall, believing that heavier hog receipts, increase in the lard yield per hog or a new amendment to the constitution of the United States will put prices down before that time.

We believe they will pay more for lard in the fall, that the hogs will continue to be few in numbers and light in weight; but after a ½c. advance in ten days, with the eleventh hour bulls the best buyers, and with the long summer ahead, we do not advise our customers to look for higher prices for the present.

Pork, on the contrary, is in good hands, and we feel that it will not go much lower while they support it and while stocks are light and do not show any signs of increasing.

To sum up, we believe the advance has been too rapid and that some reaction is due. If this comes, the market may be a purchase again, but until then, at least, we would rather sell.

BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carroll S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.



Chicago Section

Swift & Company's sales of fresh beef in Chicago for the week ending Saturday, May 29, averaged 8.86 cents per pound.

Conservative speculators are buying wheat at every break caused by bear raids, which does not look like cheap bread for some time to come.

Some of the packers did a business of \$800,000,000 during the past year, which goes to show that packing is not such a tin-horn industry, after all.

The size and cost of the loaf is not likely to cause James A. Patten any loss of sleep, but there are hundreds of thousands of other poor mortals it deeply concerns.

The John F. Jelke Company will build a butterine factory, to cost approximately \$400,000 for buildings and machinery. The plans are being prepared by Huehl & Schmid.

With lambs at 9½ cents, hogs 7½ cents, cattle and calves 7¼ cents live weight, and wheat \$1.50 per bushel, the dollar and a quarter per day professor is beginning to sit up and take notice.

The S. & S. Company's Chicago plant indulged in a little fire Wednesday. Business is going on uninterruptedly, however. Nothing short of a full-grown earthquake ever will put a packing plant out of business.

Members of the Chicago Association of Commerce left Monday for a two or three-weeks' trip West, visiting St. Paul, Minneapolis, Butte, Spokane, Seattle, Portland, Salt Lake City, Denver and Omaha among other cities.

It is an oft-expressed saying—"This world, and then the fireworks." Doubtless some of him, mixed up in the recently closed Patten wheat deal on the wrong side—and he is quite a bunch in all deals—struck some fireworks right here.

Tired of being played horse with as borrowers, the big packers have evolved a scheme whereby they can become loaners, and any moneys they necessarily have to use will cost them less than half the amount heretofore,

D. I. DAVIS & CO.
Successors
WILDER & DAVIS,
PACKINGHOUSE ARCHITECTS
CHICAGO, ILL.

The Thomore Mfg. Co.
226 E. Lake Street, CHICAGO, ILL.
Manufacturers of all kinds of
Frocks, Luggers and Uniforms
FOR PACKERS and BUTCHERS
W. B. THOMAS, President.

and also they will be self-protected should any panicky season bob up unexpectedly. How's that figure out?

The Schwarzschild & Sulzberger Company has placed a large force of carpenters and masons at work on the construction of a large addition to its main offices and wholesale market at the stock yards. It is said that the improvements contemplated will involve an expenditure of about \$100,000.

Beef, iron and wine, so extensively advertised by the Hammond Company when located at Hammond, Ind., some years ago, had a sort of an extra strong echo the other day in London, when Sir Edward Morris, Sir Thomas Dewar and Sir Thomas Lipton sat down to dinner together. Beef, booze and tea—could you beat it?

Out of town cattle dropping in to visit the stockyards in the future will be treated to a more esthetically pleasing sight than greeted former four-legged travelers, for J. Ogden Armour has at last realized his dream of beautifying the stockyards, especially the Armour & Company section of it. Roses, pansies, lilacs, geraniums, in fact, representatives of all garden flowers now grow around the Armour offices. The plant life decoration was finished this week.

Samuel W. Allerton, pioneer farmer, livestock feeder and heavy owner of railroad and stockyards property, celebrated his 81st birthday at his home in Chicago on Wednesday of last week. Mr. Allerton was born in New York State May 26, 1828. He has been raising and feeding cattle since he was eighteen years old and is still active in the

business. Besides being heavily interested in railroads and also in chief control of the Pittsburgh Stock Yards, he owns 50,000 acres of fine farming land in Illinois, Iowa, Nebraska and Ohio and is one of the biggest cattle feeders in the country.

The new five-story structure begun three months ago by the National Wool Warehouse and Storage Company at Forty-third and Robey streets has been completed, and wool clip sent to Chicago by Western growers is now being received there. The warehouse is owned by Western sheep men and local capitalists and was erected after a company was formed to provide a storage warehouse of Western wool. The building, which represents a cost of \$250,000, was begun March 17 and is now in a completed condition and much wool is being received at the structure every day. The National Wool Warehouse directors have chosen D. I. Baker, of Boston, to manage the storage house.

The Chicago Live Stock Exchange held a special meeting late last week and a demand was made for the retention of the 15 per cent. duty on hides, as a protection to the American cattle growers. The exchange has been diligent in its efforts to further the interests of the cattle raisers in demanding the retention of the duty on hides. A memorial has been sent to Congress protesting against the removal of the duty, and the exchange has sent representatives to Washington in person to urge congressmen and senators to protect the interests of the livestock producers. It was the general opinion at the meeting that livestock producers should write or telegraph their protest to their congressional representatives against the removal of the hide duty.

"STANDARD" FULLERS' EARTH

TO THE TRADE:

Do you use Fullers' Earth? If so, you cannot afford to purchase your requirements without comparing our prices with others.

The FULLERS' EARTH "TRUST" has had the Packers at their mercy for years, but now, with our "STANDARD" FULLERS' EARTH, we are in position to see that you get the BEST grade of FULLERS' EARTH on the market and at prices that we are sure will appear attractive to you.

Write us for samples and prices.

Yours respectfully,

FRED K. HIGBIE COMPANY,

Railway Exchange Bldg.,
Chicago, Ill.

Members of the American
Meat Packers' Association.

June 5, 1909.

CHICAGO LIVESTOCK**RECEIPTS.**

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 24.	19,100	829	44,285	9,750
Tuesday, May 25.	1,993	4,810	14,282	10,467
Wednesday, May 26.	14,709	3,193	31,060	7,068
Thursday, May 27.	4,493	2,111	28,148	13,491
Friday, May 28.	1,729	530	28,104	10,775
Saturday, May 29.	233	52	17,551	4,259

Total last week..... 42,277 11,525 161,459 56,740
 Previous week..... 46,302 12,026 121,785 55,304
 Cor. week 1908..... 35,028 9,853 146,332 64,977

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 24.	6,208	66	14,697	745
Tuesday, May 25.	1,043	284	3,550	79
Wednesday, May 26.	4,110	527	8,926	467
Thursday, May 27.	2,772	17	5,588	.....
Friday, May 28.	1,348	127	5,509	99
Saturday, May 29.	279	.....	4,136	.....

Total last week..... 15,766 1,001 42,505 1,380
 Previous week..... 18,966 504 31,700 4,149
 Cor. week 1908..... 17,084 1,321 28,879 12,126

CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to May 29, 1909.	1,081,488	3,255,074	1,336,697
Same period, 1908.	1,209,629	3,785,121	1,409,131

Combined receipts of hogs at eleven points:
 Week ending May 29, 1909..... 334,000
 Week previous..... 449,000
 Year ago..... 528,000
 Two years ago..... 514,000
 Year to May 29, 1909..... 11,057,000
 Same period, 1908..... 12,975,000

Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City) as follows:

	Cattle.	Hogs.	Sheep.
Week to May 29, 1909.	118,500	416,200	127,100
Week ago.....	140,000	359,500	124,600
Year ago.....	87,600	410,700	126,100
Two years ago.....	130,400	380,500	129,900

CHICAGO PACKERS' HOG SLAUGHTER.

	Cattle.	Hogs.	Sheep.
Week ending May 29:			
Armour & Co.	25,900		
Swift & Co.	18,500		
S. & S. Co.	16,000		
Morris & Co.	11,600		
Anglo-American	8,000		
Boyd & Lunham	6,900		
Hammond	10,100		
Western P. Co.	5,900		
Boore & Co.	4,800		
Roberts & Oake	3,600		
Others	16,800		
Totals	128,100		
Previous week	92,400		
1908	117,300		
1907	109,400		
Year to May 29, 1909.	2,376,200		
Same period, 1908	2,870,900		

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Week May 29, 1909.	\$8.60	\$7.34	\$6.40
Last week	6.55	7.28	6.10
Year ago	6.40	5.41	4.40
Two years ago	5.80	6.18	6.00
Three years ago	5.15	6.39	5.60

CATTLE.

Good to choice steers	\$8.20	6.75
Medium to good steers	5.50	6.20
Common to fair steers	4.25	5.50
Native yearlings	5.25	6.75
Plain to fancy cows	3.60	5.85
Plain to fancy heifers	4.50	6.40
Common to choice stockers	3.00	4.50
Common to choice feeders	3.75	5.75
Good cutting to fair beef cows	3.00	4.25
Canners and cutters	2.25	3.25
Bulls, good to choice	4.90	5.00
Bologna bulls	3.90	4.40
Heavy calves	3.50	5.50
Calves, good to choice	5.75	7.75

HOGS.

Good to prime heavy	\$7.20	7.45
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THE NATIONAL PROVISIONER.**CHICAGO RETAIL FRESH MEATS.**

NOTE.—It is difficult to quote flat retail figures applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Native Rib Roast	18	22
Native Sirloin Steaks	18	22
Native Porterhouse Steaks	25	28
Native Pot Roasts	10	14
Rib Roasts from light cattle	12½	16
Beef Stew	10	14
Boneless Corned Briskets, Native	10	14
Corned Rumps, Native	12½	16
Corned Flanks	8	10
Round Steaks	12½	16
Round Roasts	10	14
Shoulder Steaks	12½	16
Shoulder Roasts	12½	16
Shoulder Neck End, Trimmed	10	14
Rolled Roast	12	14

Lamb.

Hind Quarters, fancy	20
Fore Quarters, fancy	15
Legs, fancy	22
Stew	12½
Shoulders	14
Chops, Ribs and Loins	12½
Chops, Frenched, each	12½

Mutton.

Legs	18
Stew	10
Shoulders	12½
Hind Quarters	16
Fore Quarters	12½
Rib and Loin Chops	20

Pork.

Pork Loins	14
Pork Chops	16
Pork Shoulders	12½
Pork Tenders	35
Pork Butts	12½
Spare Ribs	10
Blades	7
Hocks	9
Pigs' Heads	6
Leaf Lard	12½

Veal.

Hind Quarters	12½
Fore Quarters	10
Legs	14
Breasts	8
Shoulders	10
Cutlets	20
Rib and Loin Chops	16

Butchers' Offal.

Suet	7½
Tallow	8
Bone	1
Calfskins, 8 to 15 lbs.	14
Calfskins, under 8 lbs. (deacons)	50
Calfskins, over 15 lbs.	10

THE**TRADE**

CAN ALWAYS

GLEAN BARGAINS

BY KEEPING AN EYE ON THE

WANTED AND FOR SALE PAGE**Economical Efficient Great Capacity**

SAVING IN LABOR ALONE IN ONE YEAR WILL OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and Vegetable Matter. Installed in the largest packing-houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.

68 William St., - - New York



CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Good native steers	@ 11
Native steers, medium	9½@ 10
Heifers, good	9½@ 9½
Cows	8½@ 9½
Hind Quarters, choice	@ 12
Fore Quarters, choice	@ 8½

Beef Cuts.

Cow Chucks	6¾@ 7
Steer Chucks	7 @ 8½
Boneless Chucks	6½@ 6½
Medium Plates	5
Steer Plates	5½
Cow Rounds	8½@ 9
Steer Rounds	10
Cow Loins, Medium	12½
Steer Loins, Heavy	15½
Beef Tenderloins, No. 1	24
Beef Tenderloins, No. 2	21
Strip Loins	7 @ 8
Sirloin Butts	10 @ 12
Shoulder Clods	7 @ 7
Rolls	10
Rump Butts	7 @ 10
Trimmings	5
Shank	4½
Cow Ribs, Common, Light	8 @ 9½
Cow Ribs, Heavy	11½
Steer Ribs, Light	12½
Steer Ribs, Heavy	12½
Loin Ends, steer, native	11½
Loin Ends, cwp	9
Hanging Tenderloins	6 @ 6
Flank Steak	7 @ 11
Hind Shanks	7 @ 4

Beef Offal.

Livers	@ 3½
Hearts	4
Tongues	12
Sweetbreads	16
Ox Tail, per lb.	4
Fresh Tripe, plain	2½
Fresh Tripe, H. C.	4½
Brains	4½
Kidneys, each	5

Veal.

Heavy Carcass Veal	@ 8½
Light Carcass	8½
Good Carcass	11
Good Saddles	13
Medium Racks	9
Good Racks	10

Veal Offal.

Brains, each	@ 4
Sweetbreads	40
Plucks	25
Heads, each	10

Lamb.

Medium Caul	@ 14
Good Caul	14½
Round Dressed Lambs	16
Saddles, Caul	16
R. D. Lamb Racks	14
Caul Lamb Racks	12
R. D. Lamb Saddles	17
Lamb Fries, per pair	6
Lamb Tongues, each	8
Lamb Kidneys, each	2

Mutton.

Medium Sheep	@ 13
Good Sheep	13½
Medium Saddles	14
Good Saddles	15
Medium Racks	10
Good Racks	12
Mutton Legs	14
Mutton Stew	9
Mutton Loin	14
Steep Tongues, each	3
Sheep Heads, each	8

Fresh Pork, Etc.

Dressed Hogs	9½@ 10
Pork Loins	12
Leaf Lard	11
Tenderloins	23
Spare Ribs	6½
Butts	10½
Hocks	6
Trimmings	7
Tails	5
Snots	4
Pigs' Feet	3½
Pigs' Heads	5
Blade Bones	6½
Cheek Meat	5
Hog Plucks	5
Neck Bones	2½
Skinned Shoulders	9½
Pork Hearts	3½
Pork Kidneys	8
Pork Tongues	9
Slip Bones	4
Tail Bones	4½
Brains	5
Backfat	11
Hams	12
Calas	8
Bellies	11½
Shoulders	9½

SAUSAGE.

Columbia Cloth Bologna	8
Bologna, large, long, round and cloth	7½
Choice Bologna	8½
Viennas	10

Frankfurters

Blood, Liver and Headcheese

Tongue

White Tongue

Minced Sausage

Prepared Sausage

New England Sausage

Compressed Luncheon Sausage

Special Compressed Ham

Berliner Sausage

Boneless Sausage

Oxford Sausage

Polish Sausage

Garlic Sausage

Smoked Sausage

Farm Sausage

Pork Sausage, bulk or link

Pork Sausage, short link

Special Prepared Sausage

Boneless Pig's Feet

Hams, Bologna

Summer Sausage.

Best Summer, H. C., Medium Dry

German Salami, Medium Dry

Italian Salami

Holsteiner

Mettwurst, New

Farmer

Monarque Cervelat

Sausage and Oil.

Smoked Sausage, 1-50

Smoked Sausage, 2-20

Bologna, 1-50

Bologna, 2-20

Frankfurt, 1-50

Frankfurt, 2-20

VINEGAR PICKLED GOODS.

Pickled Pig's Feet, in 200-lb. barrels

Pickled Plain Tripe, in 200-lb. barrels

Pickled H. C. Tripe, in 200-lb. barrels

Pickled Ox Lips, in 200-lb. barrels

Pickled Pig's Snouts, in 200-lb. barrels

Lamb Tongues, Short Cut, barrels

EXTRACT OF BEEF.

Per doz.

1 lb., 2 doz. to case

2 lbs., 1 or 2 doz. to case

4 lbs., 1 doz. to case

6 lbs., 1 doz. to case

14 lbs., ½ doz. to case

22.00

2, 5 and 10-lb. tins

\$1.75 per lb.

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.

Plate Beef

Prime Mess Beef

Extra Mess Beef

Beef Hams

Rump Butts

Mess Pork

Clear Fat Backs

Family Back Pork

Bean Pork

LARD.

Pure leaf, kettle rendered, per lb., ts.

Pure lard

Lard, substitutes, ts.

Lard, compound

Cooking oil, per gal., in barrels

Barrels, ¼c. over tierces; half barrels, ½c. over tierces; tubs and pails, 10 to 80 lbs., ½c. to 1c. over tierces.

BUTTERINE.

1 to 6, natural color

DRY SALT MEATS.

(Boxed. Loose are ¼c. less.)

Clear Bellies, 14½ to 16 avg.

Clear Bellies, 18@20 avg.

Rib Bellies, 18@20 avg.

Fat Backs, 12@14 avg.

Regular Plates

Short Cuts

Butts

Bacon meats, 1c. more.

Breakfast Bacon, fancy

Wide, 10@12 avg., and strip, 5@6 avg.

Wide, 6@8 avg., and strip, 3@4 avg.

Rib Bacon, wide, 8@12, strip, 4@6 avg.

Dried Beef Sets

Dried Beef Insides

Dried Beef Knuckles

Dried Beef Outsites

Regular Boiled Hams

Smoked Boiled Hams

Boiled Calas

Cooked Loin Rolls

Cooked Roasted Shoulders

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.

Hams, 16 lbs., avg.

Skinned Hams

Caisns, 4@6 lbs., avg.

Caisns, 6@12 lbs., avg.

New York Shoulders, 8@12 lbs., avg.

Breakfast Bacon, fancy

Wide, 10@12 avg., and strip, 5@6 avg.

Wide, 6@8 avg., and strip, 3@4 avg.

Rib Bacon, wide, 8@12, strip, 4@6 avg.

Dried Beef Sets

Dried Beef Insides

Dried Beef Knuckles

Dried Beef Outsites

Regular Boiled Hams

Smoked Boiled Hams

Boiled Calas

Cooked Loin Rolls

Cooked Roasted Shoulders

SAUSAGE CASINGS.

F. O. B. CHICAGO.

Rounds, per set	@ 16
Export Rounds	@ 20
Middles, per set	@ 70
Hog casings, as packed	@ 5½
Hog casings, free of salt	@ 60
Hog middles, per set	@ 10
Hog bungs, export	@ 12
Hog bungs, large mediums	@ 7½
Hog bungs, prime	5
Hog bungs, narrow	2 @ 3½
Imported wide sheep casings	@ 90
Imported medium wide sheep casings	@ 80
Imported medium sheep casings	@ 70
Beef weasands	@ 5½
Beef bladders, medium	@ 35
Beef bladders, small, per doz.	@ 40
Hog stomachs, per piece	@ 4

FERTILIZERS.

Dried blood, per unit	@ 2.45
Hoof meal, per unit	@ 2.37½
Concent. tankage, 15% per unit	@ 2.10
Ground tankage, 12%	@ 2.32½
Ground tankage, 11% per unit	@ 2.30
Ground tankage, 10% per unit	@ 2.20
Crushed tankage, 9 and 20%</td	

June 5, 1909.

LIVE STOCK MARKETS**KANSAS CITY**

(Special Letter to The National Provisioner.)

Stock Yards, Kansas City, Mo., June 1.

Cattle shippers patronized the holiday market yesterday liberally, and the run to-day is also much above expectations, at 12,000 head. Supply this week has been greater than actual requirements, but buyers have had big orders to fill, and their actions indicate that instructions to them are on the basis of a healthy outlet for the beef. Prices declined 5 to 10 cents yesterday on all but the best cattle, and the same decline is noted to-day, although figuring in the excellent "fill" which ideal weather conditions permit this week, net prices are not as much lower than close of last week as they appear on paper. Top steers sold at \$6.90 yesterday, and heavy steers sold at that figure again to-day. A few yearlings sold at \$7.00 to-day, and buyers continue to search diligently for the light weight cattle, but in the absence of great numbers of the latter, have bought the heavy steers good this week, considering the heavy supply. Bulk of the steers to-day sold at \$6.00@6.75; cows, \$3.50@5.50; heifers up to \$6.75; bulls, \$3.75@5.25; calves, \$4.50@7.00. Stockers and feeders are steady this week, stock cows and heifers 15c. lower, stock steers mainly at \$4.75@5.40; feeders, \$5.15@5.45.

Hog supplies have exceeded first estimates both yesterday and to-day; supply to-day, 16,500 head; market generally 5c. higher, though the close was weak on the picked over stuff. Conditions in the pork product trade reveal remarkable and unseasonable inroads into winter manufactured holdings, and packers seem to want the hogs the worst way, but on the other hand, the heavy June movement is at hand, and buyers insist they are entitled to reductions from the present extraordinary range of prices. Top to-day is \$7.40; weights above 200 lbs. at \$7.10@7.40; light hogs, \$6.70@7.15; pigs, \$5.50@6.75.

Sheep and lambs advanced 15@25c. yesterday, following a gain of 50@75c. last week, and the market is stronger to-day and trade active, a break of 50c. on spring lambs in Louisville, yesterday being entirely ignored here. Run has been small this week, 7,500 here to-day; spring lambs at \$9.25 to-day; clipped lambs around \$8.00 for best; clipped wethers, \$6.55; ewes, \$6.20; fat goats, \$3.60 @4.25; brushers, \$3.25@3.75. Colorado fed stuff is all marketed, and killers depend on native shorn stuff and range offerings.

Packers' purchases last week:

	Cattle.	Hogs.	Sheep.
Armour	3,518	13,524	5,553
Fowler	2,209		982
S. & S.	3,885	8,830	3,461
Swift	3,933	12,721	5,452
Cudahy	2,389	10,297	5,144
Morris & Co.	4,024	10,804	3,457
Am. D. B. & P. Co.	452	35	...
Butchers	205	295	31
Total	20,615	56,506	24,080

OMAHA

(Special Letter to The National Provisioner.)

U. S. Stock Yards, So. Omaha, June 1.

The fat cattle market was rather slow last week, inasmuch as the demand was smaller than expected and prices suffered a 10@15c. decline on all but the desirable light and handy weight beeves. Receipts were tolerably liberal, and while both local packers and Eastern shippers would take the light and medium weight steers freely at strong prices they apparently did not want the heavier beeves even at the shaded prices. It would take strictly choice beeves to bring over \$6.75 now, and the bulk of the fair to good 1,100 and 1,400-lb. beeves sell around \$6.00@6.40. Choice fat heifers are selling as high as ever around \$6.00 and over, but medium and common grades are off a few points and rather slow sale at that. A very limited business has been done in stockers and feeders as supplies have fallen far short of the demand. Prices have firmed up considerably, however, and there are plenty of buying orders on hand for anything at all useful in this line. Prices range from \$3.25 to \$5.75 with trading largely around \$4.25@5.00.

Notwithstanding the heavy run of hogs last week, the average of prices was the highest of the season. All classes of buyers are taking the stuff freely and paying a good premium for the desirable heavy and butcher weight loads. Pigs and underweight loads sell at the bottom of the list and the range of prices is quite wide. There were some 9,400 hogs here to-day and prices were a shade firmer. Tops brought \$7.42 as against \$7.35 last Tuesday, and the bulk of the trading was at \$7.05@7.25 as against \$7.00@7.20 a week ago.

Sheep prices have recovered quickly under the influence of the meagre supplies, and values are about as high now as at any time this season. Feeder grades are neglected, but anything at all suitable for the killers finds a ready sale at strong prices. Quotations on clipped sheep and lambs: Good to choice lambs, \$7.75@8.25; fair to good lambs, \$7.25 @7.75; Good to choice light yearlings, \$6.25 @6.75; good to choice heavy yearlings, \$5.75 @6.25; good to choice wethers, \$6.00@6.50; fair to good wethers, \$5.50@6.00; good to choice ewes, \$5.85@6.40; fair to good ewes, \$5.50@5.90; culs and bucks, \$2.00@5.00. Quotations on woolled lambs: Good to choice lambs, \$8.85@9.35; fair to good lambs, \$8.35 @8.85.

ST. JOSEPH

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 31, 1909.

The cattle trade has not shown much change during the past week. There is some preference shown for light and handy weight cattle that are good and fat, and this, of course, makes the heavy weights drag, and they are frequently quoted lower on account of this drag. However, they are selling just

about as high as at any time. The only real change noted in the market is in prices for heifers. These have been selling a little lower, while fat cows hold fully steady. The entire trade is in good healthy condition and promises to remain so, although some spreading out in the range of prices may reasonably be expected, as it is the time of year for grass stock to begin appearing, and this invariably causes a spread. The best steers are selling at \$6.75@7, with bulk at \$6@6.50, and not many killers below \$6. Good fat cows and heifers are selling largely at \$4.50@5.50, but with fancy lots of heifers selling as high as \$6 and over. These, however, must be strictly corn fed and fully ripe. Veal calves are selling as high as \$7 for tops. There are not enough stock cattle coming to establish prices.

During the latter half of the week there was a surprising bulge in the receipts of hogs, and prices broke quite sharply, but with the opening trade of this week the supply did not hold up to the volume of late last week, and under an active demand prices recovered 5@10c. There is some speculation as to the volume of receipts for the immediate future, packers holding out that last week was the beginning of more liberal supplies, while the selling side of trade thinks permanent increases are not due as yet. The bulk of hogs on to-day's market sold at \$7@7.25, with prime tops making \$7.40. This market at these prices is the highest on the river. Trade is generally considered to be in good healthy condition.

The movement of sheep and lambs from Western feed lots has about ceased, and a period of light supplies appears to be at hand. A few winter fed sheep and lambs that are still coming are commanding fancy prices and the Southwesterns are selling very well for the present. Prime fed lambs in the fleece are worth around \$8.25 and Arizona yearlings sold at \$7.50 here to-day. General outlook for the sheep trade is considered good.

NEW YORK LIVESTOCK

WEEKLY RECEIPTS TO MAY 31, 1909.

	Beeves.	Cows.	Calves.	Sheep.	Hogs.
Jersey City	3,537	—	4,197	18,802	14,730
Sixtieth street	2,478	35	7,470	4,021	—
Fortieth street	—	—	—	—	13,928
Lehigh Valley	3,254	—	1,313	21,739	—
Weehawken	—	513	—	—	—
West Shore R. R.	1,062	—	—	—	—
Scattering	—	67	162	44	4,800
Totals	11,204	102	13,742	44,006	33,458
Totals last week	11,670	113	15,490	36,814	30,775

WEEKLY EXPORTS.

	Live cattle.	Qrs. of beef.
Morris Beef Co., Ss. Adriatic	—	1,524
Morris Beef Co., Ss. St. Louis	—	1,444
Morris Beef Co., Ss. Arable	—	930
Schwarzschild Ss. St. Andrew	276	—
Schwarzschild & Ss. Ss. Minneapolis	350	1,100
J. Shamborg & Son, Ss. Minneapolis	312	—
J. Shamborg & Son, Ss. St. Andrew	240	—
Swift Beef Co., Ss. Adriatic	—	1,500
Armour & Co., Ss. St. Louis	—	1,000
Total exports	1,187	7,408
Total exports last week	1,205	8,546

ZAREMBA EVAPORATORS

Are built by EVAPORATOR ENGINEERS expressly to suit the conditions

OUR PACKING HOUSE EVAPORATORS ARE
DESIGNED FOR PACKING HOUSE CONDITIONS

To get a Maximum of Evaporator Excellence consult

ZAREMBA COMPANY, 1240 MONADNOCK BLOCK, CHICAGO

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, June 4.—The market was quiet but very firm with the West. New Western steam, \$11.60@11.70; city steam, \$11.37½@11.50; refined, Continent, \$12; South American, \$12.90; do., kegs, \$13.40; compounds, \$8@8.25.

Liverpool Markets.

Liverpool, June 4 (By Cable).—Beef, extra India mess, 95s. Pork, prime mess, 91s. 3d.; shoulders, 52s.; hams, short clear, 56s.; bacon, Cumberland cut, 58s. 6d.; short ribs, 63s.; long clear, 28@34 lbs., 61s.; 35@40 lbs., 60s.; backs, 59s.; bellies, 61s. Tallow, 28s. Turpentine, 30s. Rosin, common, 8s. 3d. Lard, spot, prime Western, 56s. 6d. American refined, 28-lb. pails, 57s. 9d. Cheese, Canadian, finest white, new, 61s.; do., colored, 61s. American steam lard (Hamburg), 50 kilos, 56½ marks. Tallow, Australian (London), 30s. 7½ d. Cottonseed, refined, loose (Hull), 23s. 9d.

FRIDAY'S CLOSINGS IN NEW YORK.

Provisions.

The market showed further advance, with prices at the highest of the week.

Tallow.

The market was dull and unchanged.

Oleo Stearine.

The market was firm at the advance. Oleo quoted 12¾c.

Cottonseed Oil.

The market was steady at a slight gain on smaller offerings. Early prices for prime yellow, June, \$5.70@5.78; July, \$5.79@5.80; August, \$5.89@5.94; September, \$6.01@6.03; October, \$6@6.01; November, \$5.75@5.76; December, \$5.58@5.61; January, \$5.45@5.58.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, June 4.—Hogs, 5@10c. higher; bulk of sales, \$7.40@7.65; light weights, \$7.10@7.52½; mixed and butchers' weights, \$7.20@7.67½; heavies, \$7.30@7.72½; rough heavies, \$7.30@7.45; Yorkers, \$7.40@7.50; pigs, \$6.10@7.10. Cattle steady; heeves, \$5.10@7.20; cows and heifers, \$2.50@6.30; Texas steers, \$4.60@6.25; stockers and feeders, \$3.60@5.50; Westerns, \$4.65@6.25. Sheep weak; natives, \$4@6.50; Westerns, \$4.25@6.60; yearlings, \$6.25@7.50; lambs, \$6@8.40; Western lambs, \$6.25@8.60.

Kansas City, June 4.—Hog market higher at \$7.50@7.55.

St. Louis, June 4.—Hogs higher, at \$7.50@7.60.

East Buffalo, June 4.—Hogs higher, at \$7.50@8; pigs, \$7.10@7.20.

Cleveland, June 4.—Hogs higher, at \$7.60@7.75.

Indianapolis, June 4.—Hogs higher, at \$7.15@7.80.

Omaha, June 4.—Hog strong, \$7.05@7.55.

Peoria, June 4.—Hog market active, .10@15c. higher; light, \$7@7.45; mixed, \$7.10@7.62; heavy, \$7.20@7.70. Cattle market steady; receipts fair.

OLEO AND NEUTRAL LARD.

(Special Report to The National Provisioner.)

New York, June 3.—Business in oleo oil during the present week has been extremely quiet, but business in neutral lard has been very active and price advanced for that article in sympathy with the light hog arrivals and big advance in price of lard. The demand from Europe for neutral is very good; the production has been curtailed considerably and it looks like very high prices for neutral lard for some time to come, and inquiries coming in from Europe for round lots of same. This will no doubt have its effect on oleo prices in due course, since the production of this article is not heavy, nor is it likely to be so during the spring and summer.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, June 3.—Latest quotations are as follows: 74 per cent. caustic soda, \$1.85 basis 60 per cent.; 76 per cent. caustic soda, \$1.90 to 2c. basis 60 per cent.; 60 per cent. caustic soda, 2c. lb.; 98 per cent. powdered caustic soda in bbls., 3c. lb.; 58 per cent. soda ash, 90c. to \$1 basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 5½c. lb.; talc, 1½@1½c. lb.; silex, \$15@20 per ton of 2,000 lbs.; marble flour, \$9@10 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks \$1.50, drums \$1.40 and barrels \$2 per 100 lbs.; carbonate of potash, 4½@4¾c. lb.; electrolytic caustic potash, \$8@92 per cent. at 5¾@6c. lb.

Prime red palm oil in casks 15@1800 lbs. each, 5½c. lb.; genuine Lagos palm oil in casks 15@1800 lbs. each, 5¾c.; clarified palm oil in barrels 4@500 lbs. each, 6½c. lb.; palm kernel oil, 6½@7c. lb.; green olive oil, \$1.20 per gal.; yellow olive oil, \$1.40@1.50 per gal.; green olive oil foots, 7½@7¾c. lb.; peanut oil, 65@70c. per gal.; Ceylon cocoanut oil, 7@7½c. lb.; Cochin cocoanut oil, 7½@7½c. lb.; cottonseed oil, 5.85c. lb.; corn oil, 5.10@5.20c. lb.

Prime city tallow in hhd., 5½c. lb.; special tallow in tierces, 6½@6½c. lb.; choice tallow in tierces, 6¾c. lb.; oleo stearine, 12½@13c. lb.; house grease, 5½@5¾c. lb.; brown grease, 5½@5¾c. lb.; yellow packers' grease, 5½@5¾c. lb.

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending May 29, 1909:

CATTLE.

Chicago	26,511
Kansas City	20,615
Omaha	14,504
St. Joseph	7,826
Cudahy	622
Sioux City	2,600
Wichita	305
South St. Paul	2,086
Indianapolis	3,615
New York and Jersey City	10,179
Fort Worth	10,038
Philadelphia	3,063

HOGS.

Chicago	118,954
Omaha	66,506
Kansas City	61,311
St. Joseph	43,110
Cudahy	10,488
Sioux City	23,411
Ottumwa	10,863
Cedar Rapids	13,352
Wichita	14,375
South St. Paul	12,825
Indianapolis	33,111
New York and Jersey City	33,458
Fort Worth	14,787
Philadelphia	3,896

SHEEP.

Chicago	53,350
Kansas City	24,080
Omaha	10,701
St. Joseph	7,585
Cudahy	317
Sioux City	730
South St. Paul	1,050
Indianapolis	1,268
New York and Jersey City	44,006
Fort Worth	2,281
Philadelphia	10,846

MEAT AND STOCK EXPORTS

WEEKLY EXPORTS TO MAY 31, 1909.

Exports from—	Live Qrs. of cattle.
New York	1,187 7,495
Boston	2,256 933
Baltimore	713 —
Philadelphia	150 —
Montreal	4,008 —
Exports to—	
London	2,285 6,568
Liverpool	4,612 1,863
Manchester	834 —
Glasgow	435 —
Antwerp	150 —
Totals to all ports	8,316 8,431
Totals to all ports last week	7,876 10,415

RECEIPTS AT CENTRES

SATURDAY, MAY 29, 1909.

	Cattle.	Hogs.	Sheep.
Chicago	300	17,000	200
Kansas City	100	3,000	700
Omaha	100	9,000	200
St. Louis	300	3,000	200
St. Joseph	100	5,000	500
Fort Worth	300	800	—
Cincinnati		2,326	—
Pittsburg	500	6,500	1,000
Indianapolis		5,000	—
Peoria		800	—
Milwaukee		4,128	—

MONDAY, MAY 31, 1909.

Chicago	20,000	41,563	12,000
Kansas City	15,000	7,944	4,000
Omaha	2,500	5,000	1,000
St. Louis	4,000	5,500	4,000
St. Joseph	1,500	5,000	2,500
Sioux City	1,500	2,200	—
Fort Worth	3,300	3,100	250
Cincinnati	164	2,315	963
E. Buffalo	3,400	16,000	7,200
Pittsburg	2,700	6,000	7,000
New York	4,096	10,929	14,881

TUESDAY, JUNE 1, 1909.

Chicago	2,000	13,926	5,000
Kansas City	13,000	16,425	7,500
Omaha	3,900	9,500	2,500
St. Louis	5,000	11,000	6,500
St. Joseph	800	5,000	1,000
Sioux City	1,500	4,500	—
Fort Worth	4,500	1,200	400
Cincinnati	477	1,376	2,045
E. Buffalo	500	3,700	800
Pittsburg		1,500	—
Indianapolis		6,000	—
Peoria		1,600	—
Milwaukee		4,267	—
New York	452	3,026	3,805

WEDNESDAY, JUNE 2, 1909.

Chicago	19,000	25,283	13,000
Kansas City	9,000	15,431	7,000
Omaha	5,500	11,500	1,500
St. Louis		22,701	—
St. Joseph		863	2,862
Sioux City		900	5,500
Fort Worth	1,400	2,800	—
Cincinnati	193	2,834	1,886
E. Buffalo	50	3,000	1,000
E. Liberty	100	3,700	400
Indianapolis		8,000	—
Peoria		1,000	—
Milwaukee		6,415	—
New York	1,500	1,026	7,281

FRIDAY, JUNE 4, 1909.

Chicago	1,000	15,000	6,000
Kansas City	1,000	6,000	4,000
Omaha	1,300	9,500	1,000
St. Louis	1,100	6,000	4,000
St. Joseph	500	7,500	300
Sioux City	300	7,500	—
Fort Worth	1,700	2,200	—
St. Paul	400	2,000	100

THOSE CINCINNATI GERMANS AGAIN.

The annual spring festival of the German residents of Cincinnati was held last week at the German Altenheim in that city and of course the leading part was taken by Cincinnati packers belonging to the famous "Cincinnati crowd" who are always to the front. Charles E. Roth, of the John C. Roth Packing Company; George Zehler, of the Zehler Packing Company, were among the leading spirits. One of the features was an auction sale of "bratwurst," which went for \$50 each, Roth and Zehler being among the buyers. The famous Schnapps band was one of the main attractions, as it is at packers' conventions.

SKEWERS

For best prices on Maple and Hickory Skewers write to:

HUGH N. CRIDER, BELLEVILLE, PA.

Retail Section

WINDOW DISPLAYS FOR RETAIL BUTCHERS

Suggestions on Selling Goods Through the Shop Window

[EDITOR'S NOTE.—This is the fourth of a series of articles dealing with butcher shop window dressing which will appear from time to time on this page. It is hoped to deal with the subject plainly and practically, and to illustrate some of the suggestions. Butchers are invited to criticize the suggestions in these articles, or to offer ideas of their own, which will be gladly published.]

The fourth article of the series will be devoted to suggesting a method of calling attention to some particular point in the meats. The case in question shows a display directing attention to the fact that the meat carried is from government inspected establishments and bears the legend "U. S. Inspected and Passed."

The Butcher and Inspected Meats.

It may be well here to digress a little from the subject of window display and state that the butcher who does not carry government inspected meats need not feel ashamed of the fact. Doubtless a good portion of the meat which lacks government inspection or even local inspection is just as good as that which has passed inspection. But, nevertheless, inspected meat is sure to appeal to the customer. It's a great talking point for the butcher and his clerks. It's

attention to locally inspected meat as it is to those that bear the Federal inspection mark.

Doubtless a good many butchers have never pushed their meats by reason of their being inspected and doubtless there are customers who do not know what "U. S. Inspected and Passed" means. Explain it to them and it's a safe bet that you've got a customer for life, if you treat him right.

Selection of the Meats.

Naturally the main cut for the window display should be the best cut you have. A loin or ribs will do but be sure the "U. S. Inspected and Passed" shows clearly. Put it on a platter and garnish in the usual way with watercress or greens of some kind.

Fill up the rest of the window base with either canned meats or lard cans as shown. A few jars of particularly fine sliced bacon will also work in appropriately. The cans will also bear out the "Government inspected" idea with their labels.

For the meat hooks at the rear, other cuts of beef or lamb showing the "U. S. Inspected and Passed" mark or local inspection mark can be used. In the present

painted black with red lettering. This seems to have made considerable of a hit judging from their use in and about New York City.

When it comes to the hands pointing toward the inspection marks, a little difficulty may be experienced in drawing, but don't attempt to be too exact. If hands are impossible, use arrows. Place them as shown in the accompanying sketch.

The main sign can be worded as shown or something similar. Get your customers' curiosity aroused, then prime yourself and your clerks on what inspection means. Then tell your story.

(To be continued.)

BUTCHERS FIGHT ICE INCREASES.

Retail butchers and marketmen of New Haven, Conn., are feeling the pressure of the ice situation, as are meat men elsewhere—except those who have been forewarned and have installed small refrigerating machines for cooling their boxes. Those New Havenites who depend on ice are now up in arms because ice is costing them 40 cents a hundred as against 20 cents a year ago, with prospects that prices will go still higher, and that even then the supply may not be sufficient.

At a meeting last week the New Haven Association appointed a secret committee of five to see if ice could not be shipped in from outside without dealing with the local men who had raised prices.

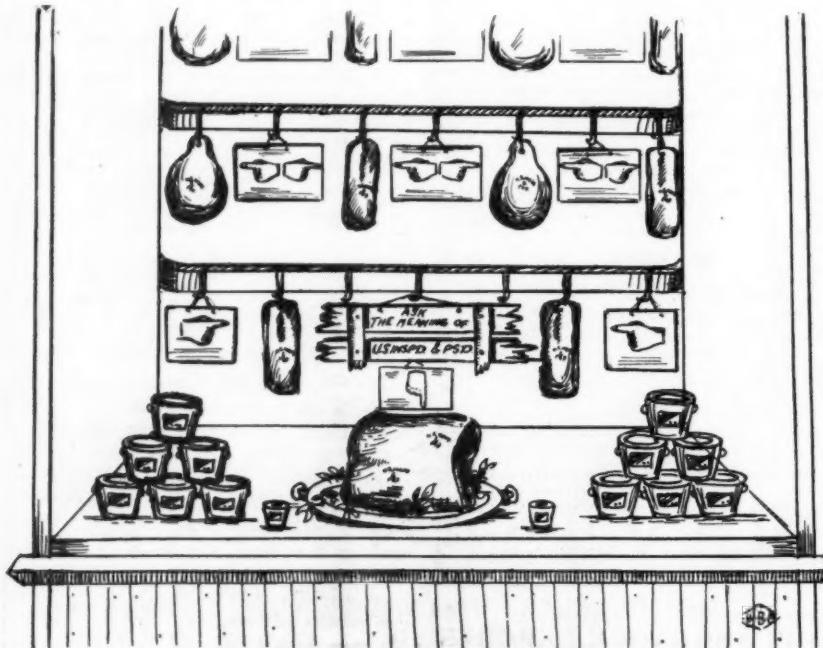
Beside this important matter of fighting the ice men it was the general sense of the meeting that the stores of the butchers and grocers should close at noon on Thursdays for the months of July, August and the first week in September, and also in June where it was possible. This rule could not be made imperative, but since eighty or more of the local marketmen were present it is probable that a rule laid down for the class in general will be followed by the individuals.

HOURS FOR BUTCHERS.

At New Haven, Conn., the local Butchers' and Grocers' Association has decided to ask its members and all others to close their shops at noon on Thursdays during July and August and the first week in September, and also in June when possible. Nearly all dealers in New Haven will comply.

Tuesday of this week was the date for the going into effect of the new working hour schedule in union meat markets of Ft. Wayne, Ind., and it is understood all of the markets will immediately adopt the new arrangements asked by the meat cutters' union. The new scale makes sixty hours a regular week's work, the same to be divided among the six days as the employers prefer. A Thursday half-holiday has also been asked by the meat cutters.

Some of the best men in the business have obtained their present positions through a little "Wanted" advertisement on page 52 of The National Provisioner.



SUGGESTION FOR A WINDOW DISPLAY, EMPHASIZING THE FACT THAT YOUR MEATS ARE GOVERNMENT INSPECTED.

practically a guarantee that the meat you sell is wholesome and in these days of food cranky with "bug" theories, will go a good way toward calming the excited customer who reads their preposterous theories as aired by the public press.

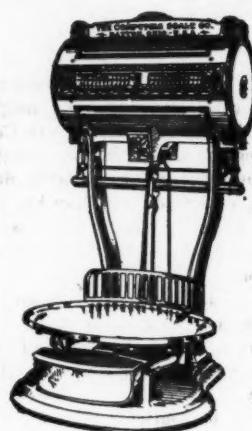
Locally inspected meat also puts confidence into the customer and the accompanying display is as well adapted for calling

instance hams and bacons are used. Of course the covers should be removed so that the inspection mark shows, unless you are showing parchment-wrapped products bearing the inspection label on the outside.

The Signs.

Again we will have recourse to our old friend—the central sign, made of old boxes

DID YOU GET IT ALL?



The new low platform
DAYTON Scale.

Date.....	
Moneyweight Scale Co., 27 State St., Chicago.	
Next time one of your men is around this way, I would be glad to have your Auto- matic Scale explained to me.	
This does not place me under obligation to purchase.	
NAME	
STREET and No.	
TOWN	
BUSINESS	STATE

The Computing Scale Company
MANUFACTURERS
DAYTON, OHIO.

MONEYWEIGHT SCALE CO.

New York Office, 11 E. 14th St.
Boston Office, 163 Congress St.

27 State St., Chicago

LOCAL AND PERSONAL.

Dan Woodruff has purchased the meat business of Frank McKnown at Udall, Kas.

St. Clair & Manley have purchased the meat business of Lieurance Brothers, in Iola, Kas.

Huggins' New Cash Market has just been opened for business in Coffeyville, Kas.

R. T. Moore has sold the City Meat Market in McPherson, Kas., to Yowell & Hoggatt.

O. A. Myers has engaged in the meat business in Alma, Kas.

Irey & Wolfley have engaged in the meat business in Melvern, Kas.

T. V. Edmonds has sold his meat market in Horton, Kas., to C. M. Nicholas.

F. A. Clossen & Co. have engaged in the meat business in Coffeyville, Kas.

G. M. Simmons has purchased the business of the Buckeye Meat Market in Abilene, Kas.

H. B. Oehms has opened a new meat market in Topeka, Kas.

E. M. Bird, a meat dealer of Arkansas City, Kas., has added a grocery department.

Frank Palmer has purchased the meat business of A. Madeen & Sons, in Atwood, Kas.

Glen I. Peck, a meat dealer of Mackinaw, Mich., is erecting a new store building.

Arthur O'Leary has opened a new meat market in Dowagiac, Mich.

Wise & Son have engaged in the meat business in Kalaska, Mich.

J. Downing has engaged in the meat business in Bossburg, Wash.

Geo. Judson has engaged in the meat business in Salem, Ore.

Geo. Erdman has purchased the meat market of Smith Bros., in Bandon, Ore.

Tyson Bros. have sold their meat market in Nelson, B. C., to Braidwood Bros.

Thompson & Smith have opened a new meat market in Elberton, Wash.

Coleman & Stewart have sold out their meat business in Coburg, Ore.

Frank Lester has engaged in the meat business in Seattle, Wash.

W. J. Rummens has succeeded to the meat business of Rummens & Son, in Pomeroy, Wash.

At a meeting of the Butchers' Association of Wilkes-Barre, Pa., last week, it was decided to prosecute all meat dealers who sell on Sunday. It was also agreed to have an outing on Merchants' Day and to celebrate with a barbecue. A committee was appointed to secure grounds.

J. S. Smith & Son have sold their meat market at Oswego, N. Y., to J. B. Davis.

The E. D. Papavasiliou Company, New York, N. Y., has been incorporated to deal in groceries, meats, fish, etc., with a capital stock of \$10,000. S. C. Cristy, 46 Cedar street; H. J. Bigham, 65 East Ninety-second street, and O. Wagner, 601 West 181st street, are the incorporators.

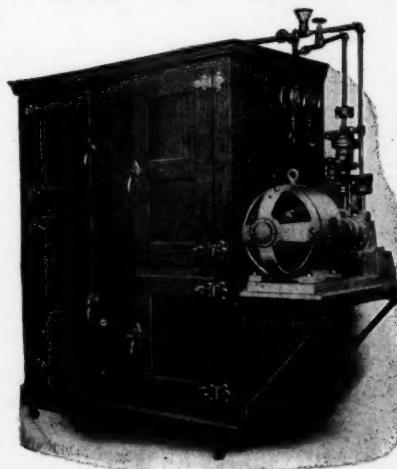
Oscar E. Willis, a meat and grocery man of Stafford, Conn., has filed a petition in bankruptcy. Liabilities of \$1,028.02, and assets, \$679.31.

Burglars broke into the butcher shop of John Morrison, of 2070 Seneca street, Buffalo, N. Y., last week, and \$15 was stolen from the cash register.

ICE IS DIRTY AND COSTLY

There is
a Cheaper
and a
Cleaner,
Neater
Way to
cool your
boxes.

A way
that is
simple
and
effective



Put in a
**CLOTHEL
MACHINE**

Capacity,
1/8th to 2 tons
refrigeration,
and be
your own
ice man.
Let us tell
you how and
how much

RAILWAY & STATIONARY REFRIGERATING CO.,
11 PINE ST. HANOVER BANK BLDG. NEW YORK CITY

New York Section

Halstead & Company have closed their Wallabout Market branch for the hot months.

A. E. Powers, manager of Swift & Company's Port Jervis branch, is in the Western States on a business trip.

Manager Saunders, of the Cudahy house in Fort Green Market, is the proud father of a baby boy born a fortnight ago.

Swift & Company's sales of fresh beef in New York City for the week ending May 29 averaged 9.44 cents per pound.

According to reports, some of the New York houses were caught when J. J. Bolger, meat jobber at New Britain, Conn., skipped.

J. Katchman, of Second avenue and Thirty-third street, has closed up his butcher shop and will shortly open in a new location.

New leases for the market buildings at Wallabout are being distributed. The leases ask for ten years with an option on another ten years.

Emanuel Levy, manager of the Morris branch at Williamsburg market, saw his wife and family off for Europe last Saturday for a summer's visit.

Herman Schlosser, secretary of the New York Butchers' Calfskin Association, will leave on July 2 for a tour of England, Germany, France and Switzerland.

The Wallabout Market Drivers' Association are to hold their sixth annual picnic at Gerken's Ridgewood Grove, on Saturday, June 19. A big time is planned.

Philip Steiniger, of No. 301 East Ninetieth street, reports encouraging progress in his business. Another wagon is to be added shortly to take care of his trade.

The Balzer Poultry Company have opened a place at 401 West Fourteenth street, near Darling Brothers Company's plant. The company will deal in poultry and game.

Wallabout, Fort Green and North Sixth street, Williamsburg, are getting up a market baseball league and some exciting games between teams of meat men are expected.

William Friedman & Son, of 113th street and Madison avenue, have closed their place at that address and have opened a fancy meat store at 118th street and Lenox avenue.

T. C. Sullivan, manager of the produce department of Swift & Company's New York district, has returned from a week's trip through the poultry sections outside of Chicago.

A horse belonging to a Gravesend avenue, Brooklyn, butcher ran away last week and upset three mounted policemen before he was stopped. This was the second time in a week the driver had let this horse run away, and it cost him two dollars in court.

The second ball game between teams representing the Fort Greene Place houses of the Cudahy Packing Company and the New York Veal and Mutton Company takes place this Saturday afternoon at Prospect Park, Brooklyn. The first contest was won by the latter team by a close score and interest in the return game is strong.

The annual outing of the Bloomingdale Germania Butcher Guard, No. 1, is to be held at Wm. Heimann's Greenpoint Avenue Park, Greenpoint avenue, Woodside, L. I., on Sunday, June 6. Trolley and Long Island Railroad may be taken to one block from the park. This event is to-morrow and a big crowd is expected as usual.

The West Side Branch of the United Master Butchers' Association of America recently installed the following officers: President, Herman Kirschbaum; first vice-president, Sylvan Metzger; second vice-president, Jacob Drumm; treasurer, Jacob Mandelbaum; recording secretary, Fred Gummerman; financial secretary, H. Deutsch; sergeant-at-arms, A. Rieger; trustees, William Zeigler, John Sauer and Herman Vetter. State President Edward F. O'Neill presided at the installation in his usual impressive style.

The East Side Branch United Master Butchers of America last week installed the following officers for the ensuing year, State President E. F. O'Neill acting as installing officer: President, Louis Goldschmidt; first vice-president, Geo. W. Diggins; second vice-president, Otto Weiss; secretary, Chas. Young; corresponding secretary, Louis Levy; financial secretary, Nat Rosenau; treasurer, Arthur Meyer; sergeant-at-arms, Morris Brunnwasser. Trustees—George Thomson and Jacob Schmidt.

RICHARD WEBBER EMPLOYEES' SCHOOL

The Richard Webber establishment, at 120th street and Third avenue, which is a leader in the planning of schemes and systems for the comfort, convenience and economy of its employees and customers, has some new plans which when put into effect should have excellent results.

It will be remembered that this firm was perhaps the first in the meat trade to put into effect the system whereby every six months its employees receive a pro rata share of its profits. The results of this system, it is said, have been remarkable, in that the business has been greatly increased by the greater interest, even if selfish, taken by the employees.

Another plan inaugurated by this firm is its system of meat cutting exhibitions and

lectures for the benefit of its customers. These were given with the idea of teaching the housewife or buyer for the home how to buy economically and get just the proper cut for the particular dish they wish to make. These exhibitions have met with great success and have been very largely attended wherever held.

All of the Richard Webber employees who are directly engaged in the handling of meats are given a thorough course of training before they are allowed to get behind the bench and serve customers. Now the firm proposes to go even farther than this, so as to give its customers the benefit of a more thoroughly trained force of employees. The new plan includes a training school for those employees who are not directly engaged in the cutting and handling of the meats. A large force of stenographers, clerks, bookkeepers, etc., is employed by the firm, and they are constantly called upon to talk and write about the different kinds of meats, and the idea is to give them a thorough technical knowledge of the business.

It is believed by the management that a practical training of this character will greatly improve their ability for this work and their general efficiency. The course will include a series of lectures and meat cutting exhibitions, and every employee will have to pass an examination in order to hold his or her position.

HANDLING OF COUNTRY CALVES.

The question of country calves and violations of the State "bob veal" law constantly comes up to vex local traders, and at a meeting of the New York Poultry and Game Trade Association this week President Harry Dowie told of the meeting he had had about ten days ago as representative of the association with a representative of the State Agricultural Department. It was expected that this department official would be present at the meeting, but he did not come, though he stated that he would welcome a committee from the association to talk over present calf laws toward securing legislation less objectionable to the commission trade.

Following the discussion this resolution was passed: "The New York Poultry and Game Trade Association appoints J. Smith Richardson, J. Fred. Menke, John Hughes, A. Paul, Jr., and George Otis a committee to confer with the Agricultural Department regarding rules and regulations governing the handling of calves, such rules and regulations thus adopted to be binding on the members of this association, and any violation of the same to be subject to action of the Executive Committee."

NEW YORK MEAT SEIZURES.

The Department of Health, City of New York, reports the number of pounds of meat, poultry, game and fish seized and destroyed in the City of New York during the week ending May 29, 1909, as follows: Meat—

